A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

July 10, 1967

Hong Kong, A Market for U.S. Product

Doing Business with NAT

Semi-annual CHECKLIST of International Business Publications

Export Profits

International Trade Winds

Company News

PUBLIC RELATIONS—Burson-Marsteller Associates, New York, has announced a merger with C. S. Services, Ltd., London, one of England's largest public relations firms. The merged firm will have a staff of over 200 in offices in New York, Chicago, Pittsburgh, Los Angeles, Toronto, Geneva, and Brussels, as well as London. Burson-Marsteller has been active in Europe since 1961, and the merger with the London firm makes it one of the largest U.S. public relations firms operating in Western Europe.

DREDGING—A contract for the dredging of Port Hedland and an approach channel for the Mt. Newman iron ore project in Western Australia has been awarded to the Japanese-American group of Utah-Jild by Mt. Newman Mining Co., Pty., Ltd. Utah-Jild is a joint venture of Utah Mining and Construction Co. of California and the Japanese Industrial Land Development Corp., Tokyo. Two dredges—one Japanese and one American—will be used to remove some 10 million cubic yards of harbor spoil, with the job scheduled for completion in 1969.

STEEL MILLS—A large order for steel mill equipment has been cleared to the Blaw-Knox Co., Pittsburgh, with authorization by the Export-Import Bank of a $60 million modernization loan to Empresa Nacional Siderurgica, S.A., an integrated steel producer in Spain. Such items as a hot strip mill, an electrolytic tinning line, and expansion equipment for the current cold strip mill are included in the order.

COMMUNICATIONS—A new international communications facility of ITT World Communications, Inc., a subsidiary of International Telephone and Telegraph Corp., New York, is now handling an average of 20,000 messages each business day for KLM and Alitalia airlines. The ARX electronic message switching system automatically handles international message traffic routed over a customer's leased channels. The ARX switching center in New York links all KLM and Alitalia offices in the United States, Caracas, and Curacao with other switching centers in Amsterdam and Rome.

Newsletter

Attend a seminar by specialists in world trade right in your armchair, by reading "Exporting Made Easy." This 12-article pamphlet has been published with the assistance of the National Bank of Detroit's International Division. Copies are available free from the U.S. Dept. of Commerce Field Office, 445 Federal Bldg., Detroit, Michigan 48226, whose director Frank A. Alter is one of the authors.

Even business travelers sometimes ask: why is there a restriction on the importation of certain well-known cameras made in Germany or Japan; perfumes made in France; jewelry, musical instruments and watches? Because U.S. ownership of the trademark has been assigned to a person or corporation in the U.S., and that individual is the only one entitled to use the trademark in this country. The whole story—including a list of consents granted to international travelers by trademark owners—is in a new leaflet "U.S. Customs Trademark Information," free from the Commissioner of Customs, Washington, D.C. 20226, or the nearest customs office.

Licensing has come of age, writes the "E" award-winning licensing and research organization called Clupak in a new booklet under that name that answers the queries why license? why not manufacture abroad? and contends that licensing potential is virtually untapped. For a copy write Clupak, Inc., 530 Fifth Ave., New York, N.Y. 10036.

The accounting profession is making a contribution to world trade and to economic growth of the developing nations by bringing modern systems of accounting information to these countries. The International Committee for Accounting Cooperation is beginning with a pilot project in Colombia. Working together on it are the American Institute of CPAs, the Canadian Institute of Chartered Accountants, the World Bank, and a number of international accounting firms.

An all-purpose vehicle to do the work of a $200-400 buffalo in southeast Asia. Who can design and build a cheap, rugged, foolproof carrier of 800 lbs. of people and goods, puller of a plow, and spinner of a farm machine or generator? It's one of the important projects suggested to the world's industrial engineers now by the Economic Commission for Asia and the Far East (ECAFE). The right answer can put more food before millions of hungry people.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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All subscription inquiries and address changes should be directed to the Superintendent of Documents at the above address. This is the central distribution agency for all U.S. Government periodicals.

Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on June 17, 1966.

the cover

A listing of the international business publications available from the U.S. Department of Commerce appears in this magazine twice each year, in January and July. Principal sources of the information in most of these publications are the U.S. Foreign Service officers in 280 posts throughout the world. This information is analyzed and supplemented by the specialists of the Commerce Department's Bureau of International Commerce. The list begins on Page 13.

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Volume 73
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Special Report

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GATT Kennedy Round attacked trade barriers

Negotiations by 53 countries covered tariff cuts, agricultural concessions, other gains

Broad tariff cuts, agricultural concessions, nontariff barrier liberalizations, and progress on complex problems in several major commodity categories are among the results of 53 countries' lengthy round of trade talks just ended.

By direction of President Johnson, multilateral agreements negotiated in the Sixth Round of Trade Negotiations in Geneva were signed Friday, June 30, by W. Michael Blumenthal, Deputy Special Representative for Trade Negotiations.

The signing ceremony in the headquarters of the General Agreement on Tariffs and Trade (GATT) concluded the most comprehensive assault on barriers to international trade that has ever taken place. The negotiations, known as the Kennedy Round in recognition of the late President's leadership in inaugurating the effort, formally opened in May 1964.

Chief elements

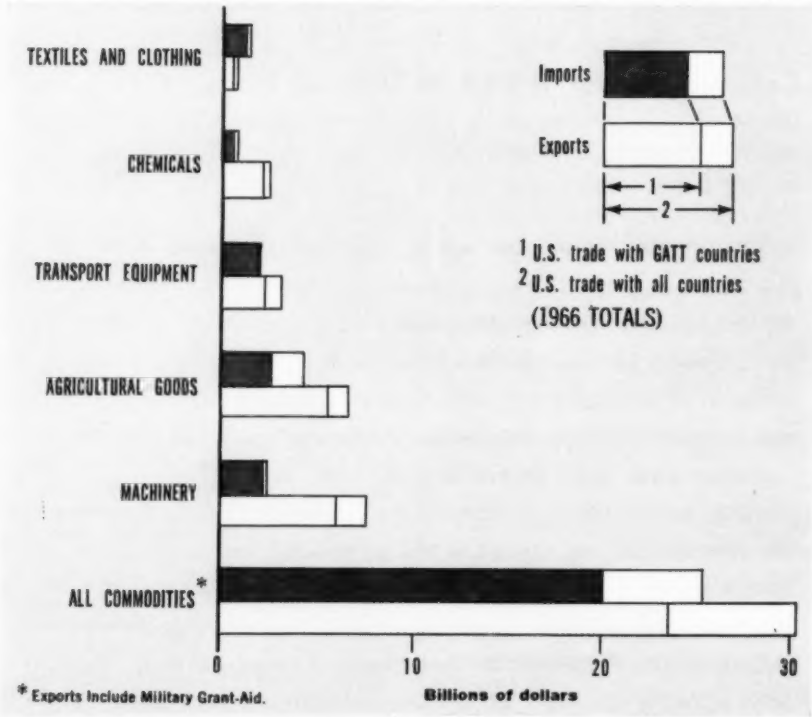
The important elements of the Kennedy Round package are:

- Tariff cuts of 50% on a broad range of industrial goods, and cuts in the 30 to 50% range on many more.
- Agricultural concessions to which the United States attaches great value because they create new trading opportunities for our farmers and because they support our contention that international negotiation on trade in farm products can accomplish something.
- A world grains arrangement guaranteeing higher minimum trading prices and establishing a program under which other nations will share with us in the vital but burdensome task of supplying food aid to the undernourished people in the less-developed countries.
- Nontariff barrier liberalization including a significant accord on antidumping procedures as well as European NTB modifications in the American Selling Price (ASP) package.
- Useful if limited progress on the complex and sensitive problems in the steel, aluminum, pulp and paper, and textile sectors including a three-year extension of the Long Term Cotton Textile Arrangement.
- An agreement on the treatment of chemical products that deals with the ASP issue in a manner that provides major chemical traders with mutually advantageous concessions in the main Kennedy Round agreement and a separate and balanced package that makes additional concessions available to the United States if it abandons the American Selling Price system.
- Significant assistance to the less-developed countries through permitting their participation in the negotiations without requiring reciprocal contributions from them—through special concessions on products of particular interest to them, and through the food aid provisions of the grains arrangement.

Granted by Congress

U.S. participation was made possible through authority granted the President by the Congress through the Trade Expansion Act of 1962. The late Christian A. Herter directed U.S. participation as the Special Representative until his death in late 1966. He was succeeded by William M. Roth, who continues to serve as Special Representative.

The GATT countries: our major partners



The agreements signed June 30 comprise:

► A Final Act, which authenticates the texts of the agreements described below, and which expresses the intention of all the signatories to take appropriate steps, subject to their constitutional procedures, to put these agreements into effect.

► The Geneva (1967) Protocol to the General Agreement on Tariffs and Trade (GATT) which embodies most of the tariff and other concessions exchanged in the negotiations.

► An agreement relating primarily to chemicals, which provides for the elimination of the ASP system.

► A memorandum of agreement on basic elements for a World Grains Arrangement.

► An agreement on implementation of Article VI of the GATT, in the form of a code of antidumping practices.

The negotiations were concluded in all essential respects in May at a series of high-level meetings in Geneva. Since that time, the negotiators have been putting the details of their concessions and understandings into the final conference documents.

On $40 billion worth

It is estimated that the agreements will apply to about $40 billion of world trade. In industry, the United States and the other countries have agreed on cuts averaging about 35%. In agriculture, the average cut is less but the United States has obtained important concessions covering a substantial volume of trade.

Full details of the specific tariff reductions granted and obtained will be available soon, although not immediately in published form. These details will be published in a final report on the negotiations to be issued by the Office of the Special Representative for Trade Negotiations sometime after mid-July. This report will give information on all changes in U.S. import duties, and on the concessions of principal interest to the United States made by other participants in the negotiations.

The two-volume section of the report dealing with changes in U.S. import duties —including present rates of duty, the new rates of duty and import data for 1964 and 1965—was scheduled to be on sale July 10 by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, at $1 per volume. The schedules of concessions annexed to the agreement will contain more than 4,000 pages.

U.S. tariff reductions will not enter into force until proclaimed by the President of the United States. It is expected that their effective date will be Jan. 1, 1968. In accordance with the requirements of the Trade Expansion Act, most U.S. duty reductions will be made in five equal annual stages, starting Jan. 1.

In overall trade terms and taking both industry and agriculture, the tariff cuts made by the United States are in balance with those of the other industrialized countries. In terms of 1966 trade the United States is giving tariff cuts on about $7½ to $8 billion worth of industrial and agricultural imports and is obtaining tariff concessions on about the same amount of U.S. exports.

None of the multilateral agreements negotiated in the Kennedy Round will require Congressional action, except the agreement providing for the elimination of the ASP system with respect to chemicals. The World Grains Arrangement envisaged by the Memorandum of Agreement on grains will require consent of two-thirds of the Senate.

Industrial negotiations

Import duties are being cut in half on a broad range of industrial products in international trade. Cuts in the 35 to 50% range are being made on many more products.

Categories of products on which the principal negotiating countries, including the United States, have made cuts that in the aggregate average over 35% include machinery, both electrical and nonelectrical; photographic equipment and supplies; automobile and other transport equipment; optical, scientific, and professional instruments and equipment; paper and paper products; books and other printed material; fabricated metal products; and lumber and wood products including furniture.

Steel sector

Negotiations on steel were conducted against a background of tariff rates where U.S. duties are generally lower than those of other participants. These negotiations, held bilaterally and multilaterally, resulted in closer harmonization of tariffs among the major steel producing countries. Virtually all the peaks in these countries' tariffs were eliminated so that almost all rates will be no higher than 15% and most will be well below 10%.

Except for U.S. rates, most steel tariffs have not heretofore been bound. In the final negotiating package, however, almost all rates of other countries were bound and many were reduced.

The international harmonization of steel tariffs should also reduce the tendency for exports to be deflected to the U.S. market in instances where U.S. tariffs were much lower than those of other countries. Although the United States is primarily an importer rather than an exporter of steel mill products, lower tariffs abroad will also provide opportunities for U.S. exporters.

The European Coal and Steel Community (ECSC) adopted a unified tariff and agreed to reduce rates to an arithmetic average of 5.7%. The European Economic Community (EEC) agreed to reduce rates within its jurisdiction correspondingly so that a tariff relationship would be maintained between more highly fabricated EEC steel items and primary and less fabricated ECSC items.

The ECSC/EEC concessions are a 23% reduction from existing rates (a 10% reduction from the pre-February 1964 rates on 1964 imports from the United States).

The United Kingdom is reducing most of its rates by 20%. Japan is reducing its rates by 50% except for a few alloy steel items. Sweden is binding its rates at existing low levels. Austria is harmonizing its tariffs with the ECSC/EEC at a somewhat higher level.

The U.S. reduced its steel rates by a weighted average of 7% on 1964 imports. It is generally harmonizing its tariffs with the ECSC/EEC where they have been above those rates. U.S. rates higher than ECSC/EEC rates are

U.S. schedule available

Details of the tariff concessions granted by the United States in the Kennedy Round were made public by the Office of the Special Representative for Trade Negotiations on June 30. Copies of the U.S. schedule are available for review in each of the U.S. Department of Com-Field Offices.

Historically, the General Agreement on Tariffs and Trade came into being in 1947 when representatives of 23 nations met in Geneva to establish a code of fair trading rules and to negotiate tariff concessions.

The Agreement, a multilateral contract signed at that session, became effective Jan. 1, 1948.

The second session was held in Annecy, France, 1949; the third in Torquay, England, 1950-51; the fourth in Geneva, 1956; the fifth, often called the Dillon Round, in Geneva, 1961-62.

The Kennedy Round just completed began in May 1964.

to be reduced to ECSC/EEC levels, but no cuts are to be made where rates are now below ECSC/EEC concession levels.

U.S. concessions take account of differences between the United States f.o.b. and ECSC/EEC c.i.f. customs valuation systems so that, nominally, U.S. rates would be somewhat higher than ECSC/EEC rates. Also, the differential in the U.S. tariff between ordinary and alloy steel is being reduced by 50% but is not being eliminated as complete harmonization would have required.

Aluminum sector

The Community offer consisted of a binding of a 130,000 ton annual quota at 5%. The EEC had previously bound in the GATT a 9% rate of duty on ingot aluminum. Some imports were allowed entry annually under a tariff quota at 5% but neither the amount of the quota nor the lower rate had been bound. The United States is making a 20% cut on ingot aluminum, of benefit primarily to Canada and Norway.

On unwrought aluminum (further advanced than ingot), tariff cuts by the United States averaged less than 30%. The EEC average cut was about one third, while the tariff cuts by the U.K. and Canada were larger than those of the EEC. Japan and other EFTA countries also made substantial cuts in the aluminum sector. Of special interest to U.S. aluminum exports will be the adoption by Canada of an injury requirement in its antidumping legislation to conform to the new antidumping agreement.

Chemical sector

The chemical sector negotiations were centered on the ASP issue. European countries maintained from the start that any more than token reductions in their chemical tariffs were conditional on U.S. elimination of the ASP valuation system. Since elimination of ASP would require Congressional action, U.S. negotiators insisted that chemical concessions be implemented in two packages: first, a balanced settlement in the Kennedy Round; second, reciprocal concessions by other countries in return for abolition of ASP.

The pattern and volume of chemical trade is such that the outcome of negotiations in this sector inevitably played a major role in the outcome of the entire Kennedy Round. U.S. dutiable chemical imports from countries with a major stake in world chemical trade—EEC, United Kingdom, Japan, Switzerland—were $325 million in 1964; these countries' dutiable chemical imports from the United States totaled nearly $900 million.

In the end, all major Kennedy Round participants made concessions in the chemical sector. Many concessions have been agreed on unconditionally, while certain other concessions are conditional on U.S. elimination of the ASP valuation system. The concessions on chemicals are, therefore, in two parts: first, the Kennedy Round chemical package, and second, the ASP package.

Kennedy Round package

Unconditional obligations undertaken in the Kennedy Round are as follows:

The United States agreed to duty reductions on products accounting for nearly all (95%) of U.S. dutiable chemical imports.

Tariffs will be reduced 50% on most items with rates above 8%; 20% on items 8% and below. These commitments will result in a weighted average duty reduction of 43% in U.S. chemical tariffs on $325 million of dutiable imports from the EEC, U.K., Japan, and Switzerland. The combined tariff reduction made by these four countries averages 26% on nearly $900 million of U.S. chemical exports, and the United States retains the ASP method of valuation for benzenoid chemicals.

The European Economic Community agreed to reduce duties on tariff items accounting for 98% of its dutiable chemical imports from the United States. Most duties will be reduced by 20%. Certain items, however, will be subject to reductions of 30% and 35%, while some others will be reduced less than 20%. These commitments will result in a weighted average reduction of 20% in EEC tariffs on $460 million of 1964 chemical imports from the United States.

The United Kingdom agreed to duty reductions on virtually all chemical imports from the United States except certain plastics. Most British plastics duties are currently 10%, a level considerably lower than other major trading countries. The United Kingdom has agreed to reduce tariff rates of 25% and above by 30% and rates below 25% by 20%. These commitments will result in a weighted average reduction of 24% in U.K. imports of more than $100 million of chemicals from the United States.

Japan agreed to tariff reductions which on a weighted average basis amount to 44% on dutiable chemical imports from the United States. These imports were over $200 million in 1964.

Switzerland agreed to tariff reductions which on a weighted average basis amount to 49% on $45 million of chemical imports from the United States.

Other participants, notably Canada and the Scandinavian countries, agreed to reductions in their chemical tariffs as part of their Kennedy Round concessions.

For information on projected foreign country tariff rates for *specific products* resulting from the Kennedy Round, write to the Office of International Regional Economics, Bureau of International Commerce, Washington, D.C. 20230.

Specify particular country of interest. Give complete product description, including appropriate details on constituent materials. Include, if possible, descriptive literature. It would also be helpful if products could be identified in terms of the Brussels Tariff Nomenclature, the U.N. Standard International Trade Classification, or in the individual tariff schedules of countries not using either of these.

Countries for which information is currently available are: Argentina, Austria, Australia, Brazil, Canada, Chile, Czechoslovakia, Denmark, Dominican Republic, EEC (includes Benelux, France, Germany, and Italy), Finland, Iceland, India, Ireland, Israel, Jamaica, Japan, Korea, Malawi, New Zealand, Norway, Portugal, South Africa, Spain, Sweden, Switzerland, Trinidad and Tobago, Turkey, United Arab Republic, United Kingdom, and Yugoslavia.

The ASP package

The following concessions are contingent on United States elimination of the ASP valuation system:

The United States would eliminate ASP and replace rates currently based on ASP with rates that have been proposed by the Tariff Commission to be applied on the valuation as normally calculated for other United States imports and yielding the same revenue as the previous rates. These "converted" rates would be reduced, by stages, generally by 50% or to an ad valorem equivalent of 20%, whichever is lower. The principal exceptions to this formula are dyes and sulfa drugs, duties on which would be reduced to 30% and 25%, respectively. In addition, the United States would reduce the 8% and below rates subject to the 20% cut in the Kennedy Round package by a further 30% and further reduce by more than 50% a few other items to the 20% level. These reductions would provide a combined weighted average cut on

United States chemical tariffs in the Kennedy Round and ASP packages of about 48% on $325 million of imports.

The European Economic Community would reduce its chemical tariffs by an additional amount so as to achieve a combined Kennedy Round-ASP package reduction of 46% on $460 million of chemical imports from the United States. Virtually all EEC chemical tariffs would be at rates of 12½% or below. Belgium, France, and Italy would also modify road-use taxes so as to eliminate discrimination against American-made automobiles.

The United Kingdom would reduce most of its chemical tariffs according to the following formula: Items at present dutiable at 25% and above would be reduced to a level of 12½%, for a 62% combined Kennedy Round and ASP package reduction.

Tariff items with duties of less than 33% would generally be reduced by the amount necessary to achieve a combined reduction of 50% in the two packages. U.K. plastics tariffs which would be above the reduced EEC rate on the same item would be cut to that level and bound. The combined weighted average reduction in the level of British chemical tariffs on U.S. trade would be about 47% on $170 million of imports from the United States.

After these reductions virtually all British chemical tariffs would be at rates of 12½% or below. The United Kingdom would also reduce by 25% its margin of preference on imports of tobacco.

Switzerland would eliminate limitations on imports of canned fruit preserved with corn syrup.

Textile sector

Most importing countries reduced tariffs on cotton, man-made, and wool textiles less than their average reduction in other industrial products as a whole. The United States agreed to tariff reductions which, on a weighted trade basis, average about 14% for the three fibers. Cotton textiles were reduced 21%; man-made textiles, 15%; and wool textiles, 2%.

Negotiations on cotton textiles involved three elements: the extension of the Long-Term Cotton Textiles Arrangement (LTA); more liberal access to import markets protected by the LTA; and tariff reductions. The principal concessions by exporting countries of interest to importing countries was the extension of the LTA in its present form until Sept. 30, 1970. In return, importing countries agreed to enlarged quotas under LTA provisions and to tariff reductions.

CONTAINERS PROVIDE THE MEANS for rapid handling of the increased flow in world trade which is expected to develop from the successful completion of the Kennedy Round of tariff negotiations.

Within the context of the LTA, the United States negotiated bilateral agreements with its main supplying countries. These agreements typically provided for a 5% annual increase in LTA quotas, a one-time bonus for LTA extension, and certain other administrative improvements.

On cottons

The United States agreed to cotton textile tariff reductions that amounted to a weighted average reduction of 21%. Reductions on apparel items averaged 17%; fabrics tariffs were reduced 24%; and yarn, 28%.

The EEC reduced cotton textile tariffs by about 20%. It also reached bilateral understandings with major suppliers providing for improved access to the EEC market. Noting that it already accorded liberal access for imports from Hong Kong, India, and other Commonwealth sources, the United Kingdom made token cotton textile tariff reductions toward other suppliers.

The United States agreed to a weighted average tariff reduction of 15% on imports of man-made fiber textiles, excluding fibers. Man-made fiber apparel duties were reduced by an average of approximately 6%, fabrics by 18%, yarn by 37%. Other countries made significant reductions on these textiles.

The United States agreed to tariff reductions on very few wool textiles. The weighted average duty reduction on wool fabric was about 1%; on wool apparel about 2%. On total wool textile imports the average duty reduction was 2%. Other countries made considerably greater reductions on wool textiles.

Paper, pulp and lumber

Multilateral sector negotiations were planned for paper and pulp, largely in an effort to get the EEC to make meaningful tariff reductions of interest to the Nordic countries and Canada as well as the U.S. Although some multilateral discussions were held, negotiations were essentially bilateral. A long series of discussions resulted in EEC cuts of 50 percent on pulp and about 25 percent on paper. Canada and the EFTA countries also made signnificant concessions on paper products ex-

ported by the U.S. In return, the United States made comparable concessions.

Nontariff barriers

A major accomplishment in the field of nontariff barriers was the negotiation of an antidumping code. In addition to the United States, the major participants in this negotiation were the United Kingdom, the European Economic Community, Japan, Canada, and the Scandinavian countries.

Negotiation of the antidumping code centered on the consideration of international standards. Although U.S. legislation is consistent with the GATT, foreign complaints were directed against U.S. procedures. These concerned, particularly, the frequent withholding of appraisement during antidumping investigations and the length of time taken in investigations. (Withholding of appraisement postpones the final determination of customs duties until an antidumping investigation is completed. However, imports may be released under bond from Customs' custody after appraisement is withheld.)

The antidumping code supplements the provisions of Article VI of the GATT with rules and procedures to be followed in antidumping actions. U.S. legislation and administrative regulations contain detailed provisions relating to the determination of sales at less than fair value and injury, but most countries' procedures lack such specificity.

The principal advantages of the antidumping code to the United States will be the adoption by other countries of fair and open procedures along the lines of present U.S. practices. The code will provide both an opportunity and a basis for U.S. exporters to defend their interests in foreign antidumping actions. In particular, the new common antidumping regulations being developed by EEC will conform with the code.

Of special benefit to the United States will be the adoption by Canada of an injury requirement in its antidumping legislation. The lack of such a requirement has impeded U.S. exports for many years.

Because the antidumping code is consistent with existing U.S. law, no legislative changes are required. However, the Treasury Department will revise its regulations to conform with the code. The principal change in present procedures will concern limiting the time period during which appraisement is withheld to a maximum of 90 days in most cases. Both foreign exporters and domestic importers and producers favor a reduction of the time taken in antidumping cases. Also, investigations will not be initiated unless there is evidence of injury.

Other non-tariff barriers

In addition to the negotation of an antidumping code, the principal nontariff accomplishment is the agreement to take action on the nontariff barriers included in the conditional chemical package, that is, the elimination for certain chemicals of the ASP system of valuation by the United States, the elimination of the discriminatory aspects of automobile road-use taxes in France, Italy, and Belgium, and the modification by Switzerland of regulations on canned fruit, as well as a reduction by the United Kingdom in the margin of preference on unmanufactured tobacco.

There were also a few other nontariff achievements as a result of bilateral discussions. Austria agreed to eliminate the discriminatory effect of automobile road-use taxes on larger engined U.S. automobiles. Canada eliminated a restriction prohibiting imports of fresh fruits and vegetables in three-quarter bushel baskets. Canada also ceased applying the Canadian sales tax to the full value of aircraft engines repaired in the United States. The 11% sales tax is now applied only to the value of the repairs. In addition, Canada modified restrictive standards applying to aircraft engines repaired abroad.

Although not a subject for negotation, quantitative restrictions were eliminated or modified by several countries. Of particular importance to the United States are the elimination of restrictions in the United Kingdom on fresh grapefruit and in Denmark and Finland on many agricultural products. Japan agreed to liberalize quota restrictions on some products.

Several developing countries specified action on various nontariff measures as part of their contributions to the negotiations. These included the introduction of certain tariff reforms, the liberalization of licensing systems and foreign exchange controls, and the elimination or reduction of prior deposit requirements and tariff surcharges.

NATIONAL TRANSPORT NETWORKS MUST CARRY WORLD TRADE to its ultimate destination, the consumer. This U.S. equipment is clearing the way for a road in Africa that will help handle the increased flow of imports and exports expected to result from the recent tariff negotiation.

Agriculture

The United States originally set as a goal in the agricultural negotiations the same broad trade coverage and depth of tariff cut as achieved for industrial products. This did not prove negotiable however.

The EEC, when negotiations got under way, was still in the process of developing its Common Agricultural Policy. It was reluctant to make substantial cuts in the level of protection at the same time it was formulating a Common Agricultural Policy among the six members. The results of the agricultural negotiations with the Community are therefore considerably more modest than the results achieved in industry. Nevertheless, progress was made in the negotations in reducing barriers to agricultural trade.

The United States was able to obtain significant agricultural concessions from Japan, Canada, and the U.K., the Nordic countries, and Switzerland. The EEC made tariff cuts on agricultural items of

trade value to the United States of over $200 million.

No progress was made in negotiating down the trade restrictive effects of the variable levy system of the EEC. Offers by the Community on the basis of this system were not accepted.

The agricultural negotations were divided into so-called commodity groups and non-group items. The commodity groups included meats, dairy products, and grains. Of the commodity groups only grains yielded positive results.

Grains. A new grains arrangement was negotiated that establishes a minimum price for U.S. #2 hard red winter ordinary wheat f.o.b. Gulf ports at $1.73 per bushel. This represents an increase of about 21.5 cents per bushel over the equivalent minimum price for U.S. hard red winter ordinary under the present International Wheat Agreement. There will be a comparable increase in the minimum price of other grades and qualities of wheat under the new arrangements.

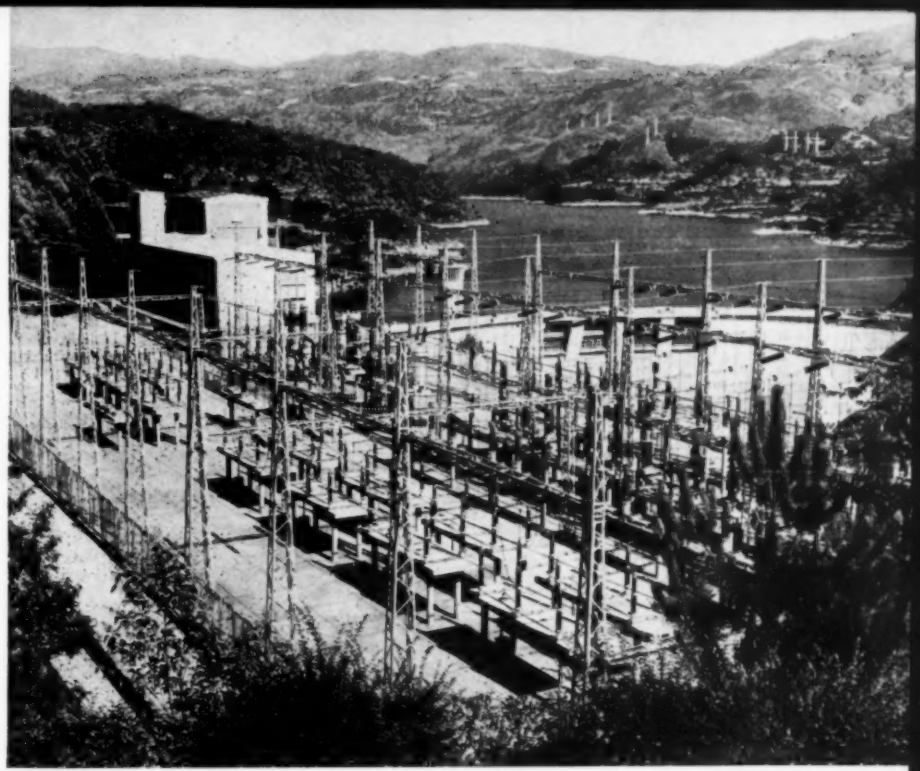
Market prices are currently above the minimum prices of the new arrangement but the new minimum prices should establish an effective floor under U.S. wheat exports for the three years of the arrangement. Adequate provision is made for adjusting differentials for various grades and qualities of wheat as required if trading prices should fall to the minimum. There is nothing in the arrangement that will prevent U.S. wheat from being priced competitively, as required.

Participating countries have agreed to contribute 4½ million tons of cereals to a multilateral food aid program. The U.S. share of this program will be 42% of the total, or slightly less than 2 million tons. Importing countries as a whole will contribute about 2 million tons of the total. The grains arrangement thus represents further progress toward one of the United States' key objectives of foreign aid, the multilateral sharing of the food burden.

Meat, dairy products. During most of the Kennedy Round, the countries principally involved in world trade in fresh, chilled and frozen beef and veal, and in butter, cheese and dry milk, sought to negotiate general international arrangements for these products.

The purpose of these negotiations was to provide for acceptable conditions of access to world markets in furtherance of a significant development and expansion of world trade in agricultural products, consistent with the principle agreed by the GATT Ministers at the outset of the negotiations.

Although these negotiations continued until late in the Kennedy Round, it was not possible to work out an acceptable multilateral arrangement. Countries then shifted to bilateral negotations through which they were able in some cases to negotiate improved access to important markets.



INDUSTRIAL DEVELOPMENT REQUIRES HIGHER POWER OUTPUT in practically all countries of the world, creating a steadily expanding market for sales of U.S. hydroelectric power equipment.

The United States made no offers on fresh, chilled, or frozen beef or veal. The duty on canned ham was bound but no reduction made. The United States did not reduce the duty on domestic types of raw wool. No offers were made on any products subject to section 22 quotas, including butter, dry milk and certain types of cheese. On certain non-quota cheese, cuts averaging 13% were made.

Non-group agricultural items. The United States achieved a wide range of concessions from its principal negotiating partners which should improve the export opportunities for such products as soybeans, tallow, tobacco, poultry, and horticultural products, including citrus and canned fruit. In particular, the United States and Canada negotiated a balance of agricultural concessions covering a substantial range of products.

The developing countries

The United States negotiated with the developing countries on the basis of the plan adopted by the Trade Negotiations Committee. One of the objectives of the negotiations, that of reducing barriers to exports of developing countries to the maximum extent possible, was taken into account in the plan.

The plan also took into account the Ministerial Decisions to the effect that developed countries could not expect to receive full reciprocity from the developing countries in trade negotiations and that the contributions of developing countries should be considered in the light of the development, trade and financial needs of those countries.

Accordingly, the United States made concessions of benefit to developing countries, including non-participants, which covers more than $900 million of their exports. Included in these concessions will be the complete elimination of the duty on more than $325 million of imports from these countries.

Moreover elimination of duties on $45 million of these products do not need to be staged over a four-year period and thus meet one of the more important desiderata of the developing countries. Since many of the concessions on tropical products were negotiated in the context of joint action by industrialized countries, the total benefits which developing countries will receive were further increased.

Ten developing countries made concessions benefiting the United States, and these concessions will be appended to the Protocols as the schedules of these countries in the General Agreement.

Circle Seal valves win 'E'

California firm builds export sales by liberal credit, trade shows, multi-lingual ads

Circle Seal Products Co., of Anaheim, Calif., produces a specialty valve with practically no need of replacement—yet the company increased its foreign industrial export sales 50% between 1964 and 1965, double its domestic sales increase, and 133% from 1965-66, four times the domestic increase percentage.

The company has been honored for this achievement with a Presidential "E" award for export expansion.

Circle Seal's export development program began in 1961, with the appointment of a representative in Holland to handle sales of valves for NATO's F104G jet fighter program. By 1962, Circle Seal had expanded into a full scale European sales program. The company now has representatives or distributors in Europe, Great Britain, Australia, Canada and Venezuela.

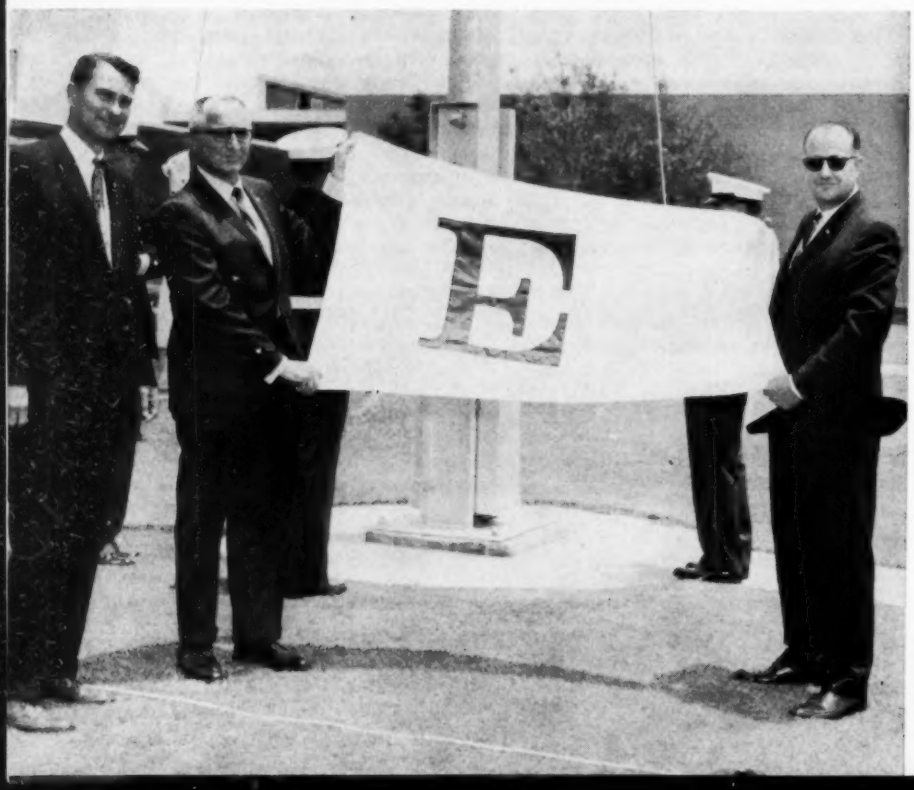
Circle Seal's market embraces almost every facet of general industry, ranging from housetrailers to the most sophisticated scientific apparatus and aerospace equipment. With the decline of the F104 program in 1965, the company's military sales began decreasing. Concurrently, Circle Seal began emphasizing foreign industrial sales, with the resultant sales increase cited above.

No similar lines were available in foreign markets, and Circle Seal promoted lowered costs and improved performance of hydraulic or pneumatic systems through use of its products.

Circle Seal executives made trips overseas to evaluate the market potential and to build confidence of prospective foreign representatives.

The next step was establishment of an advertising and promotion program. An advertising campaign was carefully worked out to establish product identity. Circle Seal published a four-page brochure in Italian, French and German, with more than 5,000 of each language distributed. An eight-page English language brochure is used by Canadian, British and Australian representatives. Other sales promotion efforts include the placement of product news releases and advertising, and two displays available for use by representatives.

'E' FLAG WILL FLY above the Anaheim, Calif., plant of Circle Seal Products Co. L. to r., P. F. Shepherd, executive vice president, R. W. James, president, and Assistant Secretary of Commerce David R. Baldwin.



Circle Seal has participated in such International Trade Fairs and Exhibitions as the ACHEMA (Chemical & Processing Laboratories Show) in Germany, the Automation Exhibition in Milan and the U.S. Department of Commerce Industrial Process Control and Equipment Show, also in Milan. Representatives are encouraged to participate in regional trade shows on an annual basis, and do so frequently.

Circle Seal recognizes the problems faced by the importer in buying and reselling products, and has accordingly made some preferential arrangements. The firm has informally extended terms of payment to compensate for transportation to foreign countries, and to allow for their slower payment terms. While the discount schedule is the same as that extended to U.S. distributors, preferential advantages in combining items for discount have been established to encourage European distributors to stock products. The F.O.B. point has been established as the point of departure from this country rather than the manufacturing facility.

The performance specifications to which Circle Seal valves are designed and the standards of manufacture are so high that the valves practically never wear out. Seal replacement is the only necessary standard item of repair. Because of this top performance, fluid systems using Circle Seal valves can possess a high degree of reliability, safety and performance.

New product lines

Circle Seal has an active product development program under way. New products are being added to the existing product line to provide a broader line and greater sales for both domestic and foreign markets. Specific new products are being developed to exploit the product opportunities existing in the international market that do not exist in the United States.

The "E" flag and certificate were presented in a special plant ceremony to Circle Seal president R. W. James by David R. Baldwin, Department of Commerce Assistant Secretary for Administration. The flag-raising was followed by a buffet luncheon attended by company employees and officials and invited guests.

U.S. companies meeting goals on payments

Secretary finds 1st quarter totals generally 'in line'

In the first quarter of 1967, companies participating in the voluntary balance of payments program achieved results generally in line with the 1967 overall improvement goal, Secretary of Commerce Alexander B. Trowbridge has announced.

"Total contributions in the first quarter of 1967," he said, "indicate the strong efforts of the business community to surpass last year's already substantial gains."

Initial projections, reported by 708 companies, estimate overall balance of payments contributions this year of nearly $21 billion. This represents an increase of some 11% over the level achieved in 1966, and is consistent with the 1967 overall improvement goal of $2 billion suggested by the Department.

In a May 26 letter to participating companies, Secretary Trowbridge reemphasized the need to reach and, if at all possible, to surpass that goal, in view of the balance of payments costs of the Vietnam conflict.

The 708 companies project a significant decrease in capital outflows to developed countries as adjusted for the use of funds borrowed abroad. These outflows are expected to be lower in 1967 compared to 1966 by $430 million, or 20%. In contrast, projections indicate a sharp increase in outflows to less developed countries, which are not included under program goals.

Nevertheless, capital outflows to all countries are projected at approximately 3% below last year's level. Projections indicate a slower rate of growth in exports and direct investment earnings due to less favorable economic conditions abroad.

First quarter data are available for 612 companies. These companies are a highly representative sample, since their 1967 projected overall transactions are 96% of those for the 708 companies.

In the first quarter, transactions included in the overall improvement goal totaled $4.6 billion, or 23% of 1967 projected total contributions. On most major individual items—exports, dividends, and royalties and fees—results in the first three months of this year are also roughly in line with earlier projections.

However, net direct investment outflows to developed countries in the first quarter are $475 million, somewhat higher than expected on the basis of annual projections. An unusually large outflow of funds in the petroleum industry was necessitated by a shift to the first quarter of this year of foreign tax payments usually made in the second quarter.

In the first quarter, capital outflows to less developed countries were $77 million, or only 11% of annual projections. Consequently, net capital outflows to all countries were slightly less than one-fourth of the $2.3 billion projected by the 612 companies for 1967 as a whole.

FINNISH DISTRIBUTOR FOR CHICAGO COMPANY uses the traditional elk-drawn sleigh to make deliveries of Imperial-Eastman Corp.'s modern hose assembly equipment to trouble spots near the Arctic Circle, showing that no market is too remote for the U.S. firm that hires a resourceful local representative.

AEC signs first uranium agreement with Swedish utility

The U.S. Atomic Energy Commission has signed its first long-term contract to provide uranium toll enrichment services for a nuclear power plant. Toll enrichment is an arrangement whereby privately owned uranium can be enriched in uranium-235 in AEC facilities upon payment of a service charge by the customer.

The contract, extending up to 30 years in duration, is between the Commission and OKG (Oskarshamnsverkets Kraftgrupp Aktiebolag), a Swedish company. It represents the first of many such contracts that the AEC expects to conclude with firms and utilities in the United States and abroad and underscores the willingness of the Commission to provide uranium enriching services over extended periods.

The contract breaks new ground in two ways: it is the first toll enrichment contract for the AEC, either domestically or abroad, and therefore makes use for the first time of the authorization for toll enrichment provided in the Private Ownership of Special Nuclear Materials Act of 1964, and it is the AEC's first contract with a private organization overseas for the supplying of special nuclear material. All such arrangements in the past have been on a government-to-government basis.

OKG's requirements include fuel for both the initial inventory and the replacement fuel necessary for the 400 electrical megawatt boiling water power plant over the term of the contract. The relatively small fuel needs before 1969 will be supplied through a straight sale contract for enriched uranium which was also signed.

Stockholm Center to introduce advanced U.S. office equipment to growing Scandinavian market

Sales potential good for latest in data processing machines; imports in the field rose 40% last year to over $50 million

U.S. makers of advanced office equipment will be offered a big sales target—Scandinavia's demanding business and industrial firms—through a U.S. Department of Commerce export promotion show at the U.S. Trade Center in Stockholm, Sept. 21-27.

Office machines and data processing equipment that provide advanced production techniques and cost-cutting advantages are needed throughout the Nordic area of Finland, Denmark, Norway and Sweden. Sales potentials for U.S. products are especially good, market studies show.

Creating a major market for the newest in office equipment are such factors as a severe shortage of labor, chiefly clerical; the growing use of consumer credit; increased complexity of record-keeping and administration; and the need for more modern inventory control.

The Department's Bureau of International Commerce will stage the Trade Center show to help American manufacturers capitalize on the new business opportunities. A vigorous market development program is now in progress to attract buyers. An agency-finding service for exhibitors not represented in Scandinavia also is in operation.

Imports high

A market survey shows that Scandinavia's demand for advanced office equipment must be met largely by imports. The importation of computers and advanced office machines has been high and is expanding rapidly.

Last year, Sweden's imports of advanced office machines and electronic data processing equipment were valued at over $50 million, a 40-percent gain over 1965. The U.S. share of the market was approximately $7.5 million.

Devices are needed to feed information into computers, as well as to facilitate the better and more efficient utilization of data output, including magnetic printing on offset, varitype and reproduction devices, paper tape and punch-card equipment, high-speed printers, and optical scanners.

In addition to input and output devices, there is a market for many other special items used with a computer, including atmospheric control devices, file trays, tape storage, and special-handling equipment.

Also needed are accounting machines, billing machines, photocopy equipment, and checkwriting and automatic addressing and mailing machines.

Sweden, with its broad-based industrial economy, is the main Scandinavian market for U.S. exports. Rapidly accelerated industrialization has transformed it into a predominantly urban country. Sweden's most important industries are paper and pulp, lumber, iron and steel, chemicals and machinery.

Manufacturing accounts for the largest portion of employment, but the number of people in office and related occupations is very high.

The conditions creating the demand for advanced office equipment in Sweden also apply in large measure to Denmark, Finland and Norway.

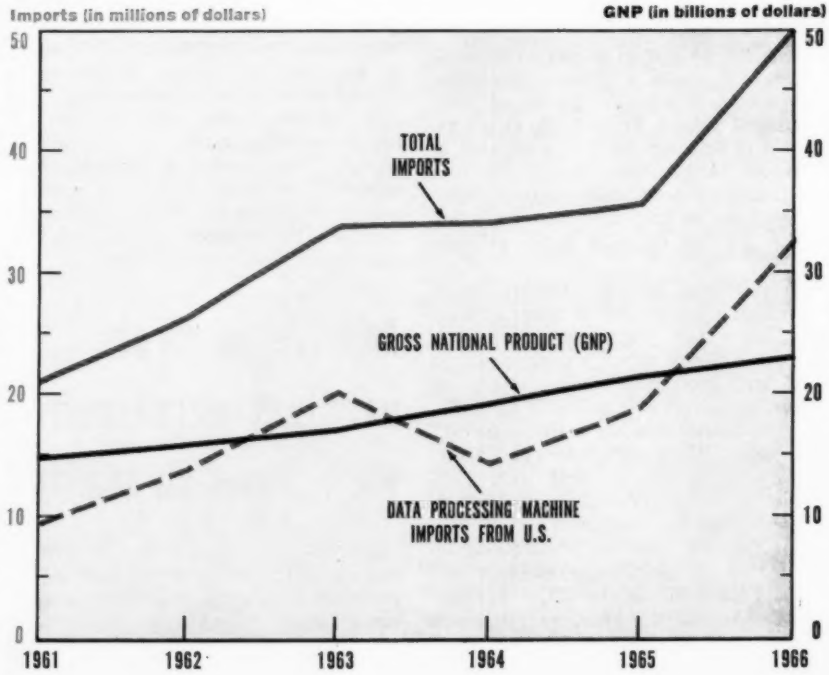
Past successes

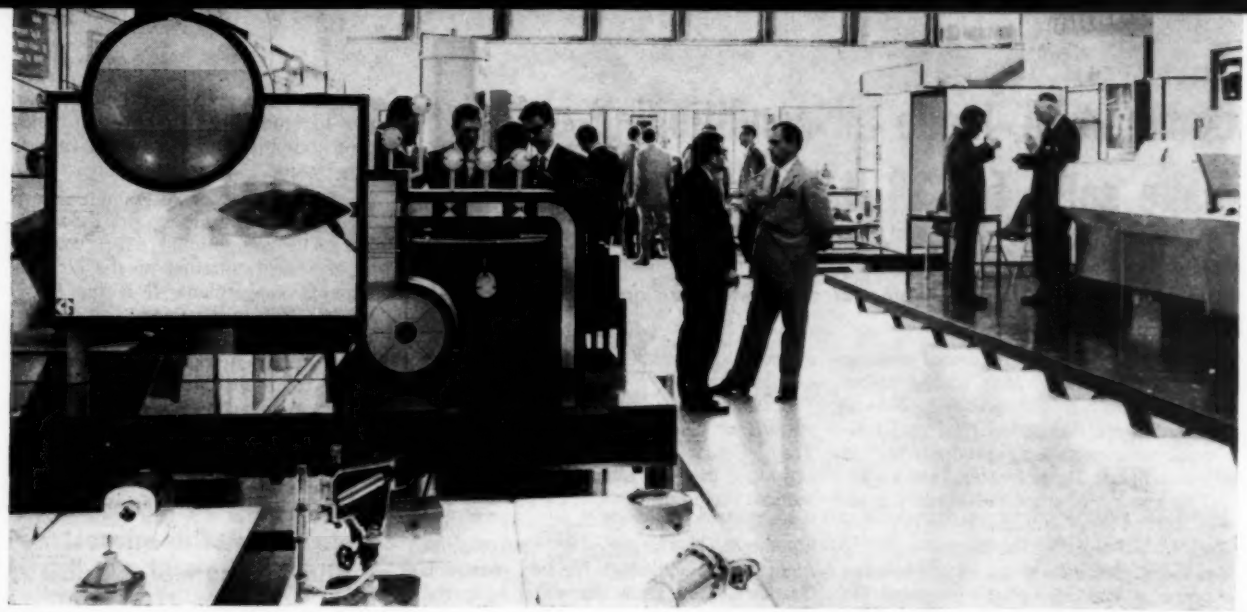
U.S. makers of office equipment have been especially successful at selling abroad through the Commerce Department's overseas commercial exhibitions program.

For example, 29 U.S. firms in a show of electronic data processing equipment at the Frankfurt Trade Center in February did $341,000 in floor business and estimated the show would bring them an additional $3 million in sales within a year. Two exhibitors seeking agents to represent them on a long-term basis signed up two agents each during the show.

U.S. companies interested in taking part in the Stockholm show may obtain more information from the Bureau of International Commerce, Code 928, U.S. Department of Commerce, Washington, D.C. 20230 (phone: area code 202—WOrth 7-3842), or from any of the Department's 42 Field Offices.

Sweden's imports of office machines, 1961-1966





OPENING DAY TRADE VISITORS look over the displays of exhibitors in the main exhibit area (above). Businessmen discuss three industrial furnace models shown (below left) at the Ajax Magnethermic Corp. booth. High temperature furnaces were featured (below right) by Richard D. Brew & Co.

Sales heat up Milan Trade Center at show of industrial furnaces

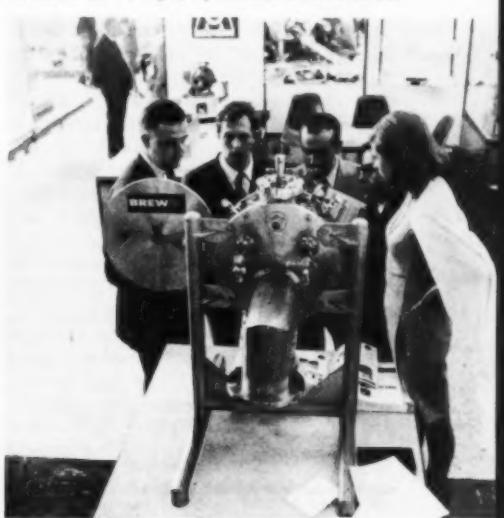
Quick $30,000 opening day sale leads to six-day mark of $335,500

A striking opening day sale totaling $30,000 by Hayes Furnace Equipment Co. set the keynote for the exhibition of industrial heating equipment held at the Milan Trade Center, June 13-18. Hayes sold two of its Cermet furnaces, important in the rapidly-growing field of microcircuit production, to Cermeticon Europe.

By the end of the show, the 18 exhibitors, representing 21 U.S. manufacturers of industrial furnaces and other heating equipment, had made $335,500 in on-the-spot sales, with an additional $1.1 million in equipment sales expected during the next year.

Two of the firms in the show were actively seeking permanent representation in the Italian market, and three new agency agreements were under discussion as the exhibition closed. Seven of the companies were new to the market.

Attendance at the show totaled 809 persons, of whom almost 75% were identified as being in the trade. A press conference and reception held the day before the show's opening attracted 200 representatives of the press, local government officials, and exhibitors.



HIGH TEMPERATURE BELTING by Cambridge Wire Cloth Co. is shown to prospective buyers by a company representative (below right). The belting's high heat resistance is ideal for use with furnaces.

Commercial, home air-conditioning units make sales for 38 U.S. firms at Bangkok

Arctic murals set scene for exhibition of cooling systems, components; one manufacturer sells 75 room air-conditioners during first three days

A far cry from the industrial heating equipment shown in June at the Milan Trade Center, in distance and in temperature, were the commercial and residential air-conditioning products shown at the Bangkok Trade Center, June 14-22.

The ground floor of the Trade Center was turned into an arctic setting for some of the units on display, with wintry murals, styrofoam igloos, snow-covered evergreens, and large plastic penguins. On the Center's second floor, a series of three-sided rooms were constructed and furnished as homes and offices to demonstrate the application of modern air-conditioning units. "Split-System" units were shown in these rooms, to show how this type of installation permits the location of bulky and frequently noisy equipment outside the room to be cooled.

A total of 24 exhibitors representing 38 U.S. manufacturers of air-conditioners and components for cooling systems took part in the show. In results for the first three days of the show, during which 660 persons had seen the exhibits, $18,000 in off-the-floor sales had been made.

Two exhibitors had come to the show seeking agents, and by the half-way mark in the six-day show, one had already signed a local representative, and the other was negotiating for appointment of a suitable agent.

Press coverage of the exhibition was considered excellent by exhibitors and Trade Center officials. At a preview reception June 13, over 300 persons attended, including reporters from 11 daily newspapers—Thai, Chinese, and English languages. The largest newspaper supplement to be published for any Bangkok Trade Center show to date appeared several weeks before the show began. The 38-page edition, containing 20 pages of advertising paid for by local agents of U.S. firms, was used as a catalog during the show, after appearing in *World*, the largest English newspaper in Thailand.

Exhibitor reaction

President W. W. Rowland of Air Con Corp., in Thailand to name an agent for his products, found representation for his firm's specialized air-conditioner filters on the third day of the show. He commented, "Those attending this show are definitely interested in these products. I consider this show a success."

U.S. Air Force procurement officer James Reed, at the show to plan buying of replacement units, praised the format of the exhibition, saying, "The Trade Center show has given us the first opportunity to study the available air-conditioning equipment on a comparative basis —side-by-side."

The Local agent for Worthington Corp. was especially pleased with pre-show publicity. "The promotional effort was terrific. My congratulations on the excellent newspaper supplement. It is the best I have ever seen in Thailand."

Bernard Meier, assistant manager of Westinghouse's local representative agency, reported sales of 45 Westinghouse room air-conditioner units during the first three days of the sale alone.

Swiss trying to determine extent of world interest in pharmaceutical exhibit

The Swiss Pharmaceutical Association is circulating a questionnaire to determine the extent of interest among world drug manufacturers in a proposed International Pharmaceutical Industry Exhibition in Basel next June.

Foreign firms will have their own booths, or can be represented by a distributor. A section of the exhibit will be reserved for pharmacy equipment.

The Association says there is a considerable need for replacement of pharmacy equipment in Switzerland, where there are reportedly only three producers of such goods.

At last report, no U.S. drug producers or associations had been contacted. Interested firms should **write:** Swiss Pharmaceutical Association, Kirchenweg 5, Zurich, Switzerland.

WORKING PARTS of Fedders wall unit air-conditioner (below left) drew the attention of many local prospective buyers during the show. Snowy winter motif (below right) set the scene for exhibits of air-conditioners and supplies and components for cooling systems by 38 U.S. manufacturers.

CHECK LIST

This listing of international business publications appears in this magazine twice each year, in January and July. Data in the publications of the Bureau of International Commerce are obtained from some 280 United States Foreign Service posts throughout the world and are analyzed and supplemented by specialists in the U.S. Department of Commerce.

The U.S. Department of Commerce publications noted in this checklist are available from the Commerce Department's Publication Sales and Distribution Branch of the Office of Administrative Services, Washington, D.C. 20230, or from any of the Department of Commerce Field Offices. Those of the Department's publications that are available also from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, are so indicated.

Certain publications, such as the *International Customs Journals, Economic Summaries, Foreign Market Surveys,* and the *Market Share Reports* should be ordered from the Department of Commerce Clearinghouse, Springfield, Virginia 22151. Be sure to include title and DIB number when ordering from the Clearinghouse and make checks payable to National Bureau of Standards, CFSTI.

International Commerce

☐ INTERNATIONAL COMMERCE is the principal periodical published in the international affairs area of the U.S. Department of Commerce. A weekly news magazine, it offers authoriative and concise international marketing information and reports demonstrating and explaining potential advantages to American businessmen in profitable international sales of U.S. products.

Carries feature articles on significant developments in the U.S. export trade expansion and other programs, reviews the accomplishments of U.S. trade mission, analyzes U.S. and foreign trade, and reports on outstanding activities of such organizations at GATT, the Common Market, Eximbank, the World Bank, and ECSC. Annual subscription: $16 ($5 additional for foreign mailing). Make remittance payable to the Superintendent of Documents and mail either to a Department of Commerce Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402. Single copy 35¢. Sample copy free.

Overseas Business Reports

(Formerly World Trade Information Service)

☐ OVERSEAS BUSINESS REPORTS (OBR's) provide basic, authoritative information for exporters, importers, investors, manufacturers, researchers, and others concerned with international trade and economic conditions.

The data are presented on specific countries by both the Bureau of International Commerce and the Business and Defense Services Administration of the U.S. Department of Commerce.

OBR's are available through U.S. Department of Commerce Field Offices or the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, for 15¢ a copy. The yearly price of OBR's is $13, and the additional foreign mailing fee is $5. OBR's marked with a dagger (†) are available from the Department of Commerce, Sales & Distribution, Rm. 2119, Washington, D.C., 20230.

Commerce Business Daily

☐ COMMERCE BUSINESS DAILY offers a daily synopsis of U.S. Government proposed procurement, subcontracting leads, contract awards, sales of surplus property, and foreign business opportunities, $15 a year, $57 airmail delivery within the United States. Order from any Department of Commerce Field Office, or from Supt. of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Books and Pamphlets

☐ CAREER OPPORTUNITIES IN DOMESTIC AND INTERNATIONAL BUSINESS IN COMMERCE. Lists opportunities in the Department for the Class of '67 in the Domestic & International Trade Field, and explains the organization of related bureaus in the Department. 12 pp. Free. U.S. Department of Commerce, Sales & Distribution, Rm. 2119, Washington, D.C., 20230.

☐ COMMERCE COOPERATIVE OFFICE PROGRAM, What it is. What it does. Explains extension of Department of Commerce services through cooperative Chamber of Commerce Field Office Support, and responsibilities of cooperating offices. 2 pp. flyer. Free. Write: U.S. Department of Commerce, Sales & Distribution, Rm. 2119, Washington, D.C., 20230.

☐ COMMERCIAL HOLIDAYS ABROAD. Enables businessmen to save time on trips or phone calls by checking the list of holidays abroad. Lists all holidays by countries, scheduled a year in advance. 1967. 24 pp. 15¢. For Sale by Supt. of Documents, Washington, D.C., 20402.

☐ COMPREHENSIVE EXPORT SCHEDULE. Covers U.S. export control regulations and policies, contains instruction, interpretations, and explanatory material. Published annually in looseleaf form and kept up to date with supplementary CURRENT EXPORT BULLETINS included in each subscription. Annual subscription $7 ($2 additional

for foreign mailing). Airmail service available only to domestic subscribers, $4 additional. Single copies of a CURRENT EXPORT BULLETIN, 25¢. Available from Department of Commerce and its Field Offices.

☐ EXPORT CONTROL. Quarterly report. Details licensing operations and actual shipments of commodities and security export conditions. 25¢ each. Available from Superintendent of Documents, U.S. Government Printing Office, Washington D.C. 20402 and Department of Commerce Field Offices.

☐ EXPORT CONTROL, THE CARRIER'S ROLE. This handbook summarizes the principal provisions of U.S. export control regulations affecting the operations of the U.S. and foreign-flag carriers—water, land, and air, 1965. 16 pp. Free. Available from the U.S. Department of Commerce, Office of Export Control, Washington, D.C., 20230.

☐ EXPORT LICENSES APPROVED AND REEXPORTATIONS AUTHORIZED. A daily list setting forth the commodity description, dollar value, and country of ultimate destination for each export license issued and for each amendment to a license which increases the dollar value of an outstanding license and for each reexportation authorized $37.50 a year, beginning when remittance received. Make remittance to U.S. Department of Commerce. Available at any Field Office or the Office of Administrative Operations, U.S. Department of Commerce, Washington, D.C., 20230.

☐ EXPORT PROFITS. A brochure describing low-cost marketing aids and services for higher export profits. Explains Trade Lists, World Trade Directory Reports, Trade Contact Surveys and The Agency Index. 1967. 8 pp. Free. Available from any of the U.S. Department of Commerce Field Offices. Or write Department of Commerce, Sales & Distribution, Rm. 2119, Washington, D.C., 20230.

☐ FOREIGN BUSINESS PRACTICES (Reprints of articles from International Commerce) 40 pp. April 1967. 30¢. For sale by the Superintendent Documents, Washington, D.C., 20402.

☐ FOREIGN-TRADE ZONES BOARD 28th ANNUAL REPORT. Contains review of fiscal '66 events with the Foreign-Trade Zones Board and with the foreign-trade zones at New York, New Orleans, San Francisco, Seattle, Mayaguez, Toledo, and Honolulu. 1967. 50 pp. 35¢. For sale by the Superintendent of Documents, Washington, D.C., 20402.

☐ FOREIGN TRADE ZONES IN THE UNITED STATES, REGULATIONS AND OTHER INFORMATION. Contains, in addition to explanatory notes, the text of the Foreign-Trade Zones Act as amended, Executive Order 7104, Foreign-Trade Zones Board regulations, and Bureau of Customs regulations pertinent to foreign-trade zones. 1966. 80 pp. 35¢. Available from the Superintendent of Documents, Washington, D.C., 20402.

☐ GATT: GENERAL AGREEMENT ON TARIFFS AND TRADE. Describes the GATT and how it works as a means of opening doors abroad to the export of U.S. products through tariff reduction, elimination of non-tariff barriers, and the removal of other obstacles between the United States and 57 free-world countries. 1964. 16 pp. 25¢. Available from Superintendent of Documents, Washington, D.C., 20402.

☐ HOW TO PHOTOGRAPH U.S. COMMERCIAL EXHIBITIONS. A guide to photographers working exhibitions and trade shows. Explains good exhibition photographs, what exhibitors want and includes 24 examples of good and bad photographs. 24 pp. 1967. 15¢. For Sale by Supt. of Documents, Washington, D.C., 20402.

☐ INDUSTRY ORGANIZED TRADE MISSIONS OVERSEAS. Tells how U.S. business may obtain help from the Department of Commerce in developing new markets overseas and what standards are required for Government sponsorship. 1965. 12 pp. 15¢. Available from the Superintendent of Documents, Washington, D.C., 20402.

☐ MOBILE TRADE FAIRS, A Guide to Prospective Operators. Details responsibilities of Operator and Exhibitors. Explains assistance provided by Department of Commerce. 20 pp. 1967. Free. Write: Sales & Distribution, Rm. 2119, Department of Commerce, Washington, D.C., 20230.

☐ U.S. TRADE CENTERS Frankfurt, London, Milan, Stockholm, Bangkok and Tokyo Describes facilities and services available at each center. Includes Photos of interiors. Free. Write: Sales & Distribution, Rm. 2119, U.S. Department of Commerce, Washington, D.C., 20230.

☐ OCEAN FREIGHT RATE GUIDELINES FOR SHIPPERS. Designed to acquaint exporters with the manner in which ocean freight rates are established by shipping lines and conferences of shippers, factors that influence level of rates, steps to take to seek adjustments, etc. Published by Department of Commerce and Federal Maritime Commission. 30 pp. 25¢. For Sale by Supt. of Documents, Washington, D.C., 20402.

☐ THE PIGGYBANK PROGRAM, Cooperative exporting. Describes the "Piggybank" marketing technique which enables companies with no foreign ties to sell their products through companies already well established in overseas markets. 1966. 16 pp. 15¢. Available from Supt. of Documents, Washington, D.C., 20402.

☐ SAMPLE DISPLAY SERVICE. Tells how a U.S. firm can find agents or distributors abroad by displaying its products in U.S. Embassy showrooms in Bangkok, Beirut, Manila, and Nairobi for 30 days. A new U.S. Department of Commerce export promotion program. 1967. 8 pp. 10¢. Available from Superintendent of Documents, Washington, D.C., 20402.

☐ SELL YOUR PRODUCTS WITH BUSINESS PROPOSALS CARRIED ABROAD BY U.S. TRADE MISSIONS. Tells how U.S. Trade Missions are organized, and how they will handle assignments for you, discussing your sales offer with appropriate potential agents or customers overseas. 10 pp. 15¢. For Sale by Supt. of Documents, Washington, D.C., 20402.

☐ SELLING AROUND THE WORLD—HOW COMMERCE HELPS. Describes how the organizations in the U.S. Department of Commerce serve the international business community. Reprinted May 1967. 24 pp. 15¢. Available from Superintendent of Documents, Washington, D.C., 20402.

☐ SOURCES OF INFORMATION ON AMERICAN FIRMS FOR INTERNATIONAL BUYERS. A guide to the principal sources of commercial information on U.S. firms. Revised edition. 1966. 26 pp. 15¢. Superintendent of Documents, Washington, D.C., 20402.

The Market Series

The Market Series books are designed to provide a current evaluation of the nature and scope of a country's market, describing the present import pattern, distribution facilities, and trade practices, as well as an analysis of the market for selected commodities. Make remittance payable to the Superintendent of Documents and mail either to a Department of Commerce Field Office or to tne Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

☐ *AFRICA: SALES FRONTIER FOR U.S. BUSINESS.* 1963. 121 pp. $1.

☐ *BELGIUM, A MARKET FOR U.S. PRODUCTS.* 1963. 60 pp. 45¢

☐ *CHILE: A MARKET FOR U.S. PRODUCTS.* 1966. 126 pp. $1.

☐ *TRADE AND INVEST IN CENTRAL AMERICA.* 1965. 60¢.
☐ *EAST AFRICA, A MARKET FOR U.S. PRODUCTS IN KENYA, UGANDA, TANZANIA.* 1966. 78 pp. 65¢.
☐ *HONG KONG, A MARKET FOR U.S. PRODUCTS.* 1964. 122 pp. $1.
☐ *IRAN, A MARKET FOR U.S. PRODUCTS.* 1966. 50 pp. 50¢.
☐ *IVORY COAST, MARKET FOR U.S. PRODUCTS.* 1966. 87 pp. 65¢.
☐ *LIBERIA, A MARKET FOR U.S. PRODUCTS.* 1965. 40 pp. 35¢.
☐ *LIBYA, A MARKET FOR U.S. PRODUCTS.* 1962. 65 pp. 50¢ (Available only from Commerce Dept.)
☐ *MEXICO: A MARKET FOR U.S. PRODUCTS.* 1966. 65 pp. 50¢.
☐ *MOROCCO, A MARKET FOR U.S. PRODUCTS.* 1964. 64 pp. 40¢. (Available only from Commerce Dept.)
☐ *NIGERIA, A MARKET FOR U.S. PRODUCTS.* 1964. 72 pp. 50¢.
☐ *PERU, MARKET FOR U.S. PRODUCTS.* 1961. 62 pp. 40¢.
☐ *PHILIPPINES, A MARKET FOR U.S. PRODUCTS.* 1965. 76 pp. 55¢.
☐ *SAUDI ARABIA, A MARKET FOR U.S. PRODUCTS.* 1962. 44 pp. 40¢.
☐ *SUDAN, A MARKET FOR U.S. PRODUCTS.* 1962. 47 pp. 40¢. ,
☐ *THAILAND, MARKET FOR U.S. PRODUCTS.* 1962. 92 pp. 55¢.
☐ *VENEZUELA, A MARKET FOR U.S. PRODUCTS.* 1964. 65 pp. 50¢.

Export Market Guides

Background data to sales throughout the world, by country and by product. Prepared in advance of trade center shows, trade fairs, and exhibitions to assist U.S. businessmen planning to participate. Provide description of markets, sales opportunities, demand for items on sale, international competition, sales approach and sales and technical requirements, 4 to 8 pages. 10¢ each. For sale by U.S. Department of Commerce, Sales and Distribution Branch, Washington, D.C., 20230.

France:

☐ Institutional equipment.
☐ Packaging equipment and materials.

Germany:

☐ Air conditioning & refrigeration systems.
☐ Catering equipment.
☐ Dairy machines and equipment.
☐ Document processing equipment.
☐ Electronics Production and Testing Equipment.
☐ Environmental test equipment.
☐ Equipment, components and controls used in all phases of air conditioning.,
☐ Food processing, packaging machinery and related machinery.
☐ Gas appliance and ancillary equipment.
☐ Home maintenance and improvement equipment & supplies.
☐ International hospital equipment.
☐ Materials handling equipment.
☐ Meat processing, packaging, and slaughtering equipment.
☐ Medical and hospital equipment.
☐ Metal surface treating equipment and supplies.
☐ Nuclear instruments.
☐ Oceanographic equipment.
☐ Plant maintenance equipment.
☐ Plastics equipment and supplies.
☐ Technical and professional photographic products
☐ Welding and cutting equipment.

Hong Kong, British Crown Colony:

☐ Light industrial machinery.

Italy:

☐ Advanced electronic components.
☐ Boating accessories.
☐ Catering equipment.
☐ Electronic computers.
☐ Electric, electronic, and mechanical control devices.
☐ Food processing equipment.
☐ Heating, ventilating, air-conditioning equipment.
☐ Industrial fasteners, assembly tools, and production equipment.
☐ Industrial furnaces and ovens.
☐ LP-gas utilization equipment.
☐ Laboratory apparatus, analytical and test instrumentation.
☐ Metal finishing equipment.
☐ Packing and packaging machinery.
☐ Printing and bindery equipment.
☐ Production equipment for the electronics industries.

Japan:

☐ Advanced industrial fasteners.
☐ Agricultural chemicals and specialties.
☐ Animal husbandry equipment, accessories and materials.
☐ Auto service and maintenance equipment.
☐ Automatic wrapping and packaging machines and equipment.
☐ Electronics equipment & supplies.
☐ Equipment for the aviation industry.
☐ Industrial hand tools.
☐ Hydraulic and pneumatic machines.
☐ Metal finishing equipment.
☐ New building materials.
☐ Paper, film conversion equipment.
☐ Pumps and compressors.
☐ Self-service and supermarket equipment.
☐ Specialized industrial modernization equipment.
☐ Specialized machine tool accessories.
☐ Specialized electronic systems and instrumentation.
☐ Sports and leisure goods.

Libya:

☐ Building, servicing, and farm equipment.

Malaysia:

☐ Metalworking machines and equipment.

Mexico:

☐ Food processing equipment.
☐ Packaging machinery and equipment.
☐ Scientific and industrial instruments.

Netherlands:

☐ Food processing and packaging equipment.

Peru:

☐ Mining, construction and industrial equipment.

Sweden:

☐ Advanced analytical instruments.
☐ Advanced office machines and data processing equipment.
☐ Dairy, food processing and packaging equipment.
☐ Institutional catering equipment.
☐ Lifting, loading, conveying equipment.
☐ Photographic products.
☐ Plant and equipment maintenance machines and supplies.
☐ Welding and cutting equipment.

Singapore:

☐ *Market Factors in Singapore.* Basic data on sale of goods in Singapore; scope and nature of the market, economic development, competition, market for selected commodities and services. 11 tables. 1965. 19 pp. mimeographed. 25¢.

Southeast Asia:

☐ Audio-visual and teaching aids equipment.

Spain:

☐ Industrial and commercial refrigeration equipment.
☐ Food service and lodging equipment.

Switzerland:

☐ Industrial electronic equipment.

Taiwan:

☐ Industrial machinery.

Thailand:

☐ Agricultural machinery and equipment.
☐ Business machines, office equipment.
☐ Commercial and home refrigeration equipment.
☐ Mining equipment and general safety equipment.

United Kingdom:

☐ Advanced industrial fasteners, applicators, fastener producing machines.
☐ Animal husbandry equipment.
☐ Chromatography and electrophoresis equipment.
☐ Electrical control equipment.
☐ Electronic production equipment.
☐ Environmental test equipment.
☐ Hotel and catering equipment.
☐ Industrial and scientific photography equipment.
☐ Instruments, electronics, automation equipment.
☐ Non-destructive testing and measuring apparatus.
☐ Protective signaling equipment.
☐ Scientific instruments and laboratory apparatus.
☐ Welding equipment and supplies.

Venezuela:

☐ Automotive service repair and maintenance equipment.
☐ Metalworking tools.

Trade Mission Reports

Opportunities for U.S. trade with countries that are visited by U.S. Trade Missions are noted in the following reports. For sale by the U.S. Department of Commerce and its Field Offices or from the Superintendent of Documents, GPO, except as indicated.

☐ AUSTRALIA, SELLING TO. 1964. 36 pp. 30¢.
☐ AUSTRALIA, EXPORT TO. 1963. 20 pp. 20¢.
☐ GERMANY, EXPORT TO. 1964. 24 pp. 25¢.
☐ EAST AFRICA—DO BUSINESS IN KENYA, TANGANYIKA, UGANDA. 1963. 49 pp. 35¢.
☐ GREECE, DOING BUSINESS IN. 1963. 24 pp. 25¢. Order from Department of Commerce.
☐ HONG KONG, TRADE WITH. 1963. 22 pp. 20¢.
☐ ITALY, INDUSTRY AND OPPORTUNITY IN. 1963. 32 pp. 25¢. Order from Department of Commerce.
☐ KENYA, TANGANYIKA, UGANDA, DO BUSINESS IN. 49 pp. 1963. 35¢.
☐ MALAYSIA, TRADE WITH. 1963. 36 pp. 25¢.
☐ NEW ZEALAND, SELLING TO. 1964. 32 pp. 25¢.
☐ SPAIN, DOING BUSINESS IN. 1963. 35 pp. 25¢. Order from Department of Commerce.
☐ SWITZERLAND, SELL U.S. GOODS IN. 1963. 24 pp. 20¢.
☐ VENEZUALA, TRADE WITH. 1964. 29 pp. 25¢.

The following Trade Mission Reports appeared in special issues of INTERNATIONAL COMMERCE, and are for sale by Superintendent of Documents, Washington, D.C., 20402, at 35¢ per copy.

☐ BRAZIL, INTERNATIONAL COMMERCE, June 5, 1967.
☐ BULGARIA, HUNGARY, INTERNATIONAL COMMERCE, December 5, 1966.
☐ CARIBBEAN: GUYANA, SURINAM, NETHERLANDS ANTILLES, INTERNATIONAL COMMERCE, June 13, 1966.
☐ CENTRAL AMERICA, INTERNATIONAL COMMERCE, September 14, 1964.
☐ COLOMBIA, INTERNATIONAL COMMERCE, August 30, 1965.
☐ ETHIOPIA, SUDAN, AND SOMALIA, INTERNATIONAL COMMERCE, December 20, 1965.
☐ GHANA, CONGO, ZAMBIA, INTERNATIONAL COMMERCE, April 10, 1967.
☐ GREECE, INTERNATIONAL COMMERCE, January 11, 1965.
☐ INDIA, INTERNATIONAL COMMERCE, April 26, 1965.
☐ IRAN AND AFGHANISTAN, INTERNATIONAL COMMERCE, May 30, 1966.
☐ IRAQ, KUWAIT, AND LEBANON, INTERNATIONAL COMMERCE, June 14, 1965.
☐ IRELAND, PORTUGAL, INTERNATIONAL COMMERCE, January 16, 1967.
☐ LIBYA, TUNISIA, MOROCCO, INTERNATIONAL COMMERCE, January 30, 1967.
☐ MALAYSIA AND HONG KONG, INTERNATIONAL COMMERCE, January 17, 1966.
☐ PHILIPPINES, INTERNATIONAL COMMERCE, April 19, 1965.
☐ RUMANIA AND POLAND, INTERNATIONAL COMMERCE, November 15, 1965.
☐ SAUDI ARABIA, INTERNATIONAL COMMERCE, April 11, 1966.
☐ SPAIN. INTERNATIONAL COMMERCE, May 24, 1965.
☐ TAIWAN, INTERNATIONAL COMMERCE, May 24, 1965.
☐ THAILAND, INTERNATIONAL COMMERCE, May 31, 1965.
☐ TURKEY, INTERNATIONAL COMMERCE, June 19, 1967.
☐ YUGOSLAVIA, INTERNATIONAL COMMERCE, December 7, 1964.

Trade Lists

TRADE LISTS. These are available to help U.S. firms find customers, agents, distributors, licensees and sources of supply abroad. Each list gives names and addresses of firms handling a specific commodity in one foreign country. Each list also contains a summary of basic trade and industry data, including a brief analysis of foreign trade in the commodity covered, government regulations affecting trade, and other useful information.

Lists of importers and dealers indicate relative size of each firm, method of operation, products handled, territory covered and size of sales force. Lists of exporters and manufacturers show relative size or production capacity of each firm and the products handled. Available for $1 per country for each commodity classification from any Department of Commerce Field Office or from the Bureau of International Commerce, Commercial Intelligence Division, Washington, D.C., 20230.

Trade lists are compiled by commodity for individual countries. Lists generally are available in the following classifications for the first group of countries shown below. The number of commodity classifications made available for any particular country is based upon the established channels of trade and actual or potential commerce in the merchandise covered: Key: A—Agents; D—Dealers or Distributors; E—Exporters; I—Importers; M—Manufacturers; P—Producers; R—Refiners.

Air-Conditioning & Refrigeration Equipment—ID&M
Aircraft & Aeronautical Equipment—I&D
American Firms, Subsidiaries & Affiliates
Architects, Builders, Contractors & Engineers
Automotive Vehicles & Equipment—I&D

Beverages, Alcoholic—I&D
Boat & Ship Builders, Repairers & Chandlers
Books, Magazines & Periodicals—I&D
Boots & Shoes—I&D
Canneries & Frozen Foods—P&E
Chemicals—I&D
Clothing—M
Coal, Coke & Fuel—I&D
Confectionery—ID&M
Cooperage & Containers—I&D
Curios, Novelties & Handicrafts—M&E
Dairy Products
Dental Supply Houses
Dry Goods & Clothing—I&D
Electronic Equipment for Home Entertainment, Phono Records & Pre-Recorded Tapes—ID&M
Electronic Equipment, Electron Tubes & Other Electronic Components & Accessories—ID&M
Feedstuffs—ID&M
Fertilizers—IDM&E
Fruits and Nuts—ID&E
Furniture—I&D
Glass & Glassware—ID&M; Chinaware & Household Pottery Products—I&D
Hardware—I&D
Hides, Skins & Furs—ID&E
Household Appliances—I&D
Instruments, Medical, Surgical, Hospital, Scientific & Process—ID&M
Iron & Steel, Nonferrous Metals & Building Materials—I&D
Jewelry, Silverware, Timepieces & Giftware—I&D
Laundry & Dry Cleaning Industry
Leather & Shoe Findings—I&D
Lumber, Plywoods & Veneer—IA&E
Machine Tools, Dies, Other Metalworking Machinery & Industrial Furnaces—I&D
Machinery, Equipment & Supplies Electrical—I&D
Machinery & Equipment, Except Electrical—I&D
Machinery & Equipment, Farm—ID&M
Meat Packing, Sausage & Casings
Medicinal & Toilet Preparations—ID&M
Metallurgical & Metal Working Plants
Mining Companies & Exporters of Ores
Musical Instruments—I&D
Office Supplies & Equipment, Paper & Stationery—I&D
Oils (Animal, Fish & Vegetable)—IDPR&E
Paints, Varnishes & Pigments—ID&M
Petroleum Products—IDP&R
Photographic Supplies Dealers & Photographers
Plastics Materials—ID&M
Printers, Lithographers, Engravers & Publishers
Provisions—I&D
Pulp & Paper Mills
Seeds & Bulbs—ID&E
Sporting Goods, Toys & Games—I&D
Textile Industry
Tobacco & Tobacco Products—ID&M
Vending Machines—I&D

Countries for which lists are available:

Commodity Lists

Algeria	Greece	Norway
Argentina	Guatemala	Pakistan
Australia	Haiti	Panama
Austria	Honduras	Peru
Belgium	Hong Kong	Philippines
Bolivia	India	Portugal
Brazil	Iran	Spain
Ceylon	Iraq	South Africa
Chile	Israel	Spain
Colombia	Italy	Sweden
Costa Rica	Jamaica	Switzerland
France	Japan	Syria
Denmark	Lebanon	Thailand
Ecuador	Malaysia	Trinidad
El Salvador	Mexico	Tunisia
Finland	Morocco	Turkey
France	Netherlands	United Arab Rep.
Germany, Federal Republic of & West Berlin	Neth. Antilles	United Kingdom
	New Zealand	Uruguay
	Nicaragua	Venezuela

Instead of separate commodity lists, single lists covering all types of firms are compiled for smaller countries and areas where trade is not specialized, as follows:

Business Firms Lists

Aden	Central African Republic	French Somaliland
Afghanistan	Chad	Gambia
Angola	Congo, Republic of (Brazzaville)	Ghana
Azores	Congo, Republic of the (Kinshasa)	Gibraltar
Bahamas	Corsica	Guadelope, Martinique and French Guiana
Bahrein Islands	Cyprus	Guiana, British (Guyana)
Barbados	Dahomey	Guinea, Portuguese
Bermuda	Ethiopia	Honduras, British
Burundi	Iceland	Mali
Cameroon	Indonesia	Malta
Cape Verde Islands	Ireland	Mauritania
	Ivory Coast	Mauritius
	Jordan	Mozambique
	Kenya	Nepal
	Korea	Niger
	Kuwait	Nigeria
	Liberia	Paraguay
	Libya	Reunion
	Luxembourg	Rhodesia, Southern
	Madeira Islands	St. Pierre & Miquelon
	Malagasy Republic	Senegal
	Malawi	Sierra Leone
		Somali Republic
		Sudan
		Surinam
		Taiwan
		Tanzania
		Togo
		Uganda
		Upper Volta
		Viet-Nam
		Yemen Arab Republic
		Zambia

Lists of Government Controlled Monopolies or State Trading Organizations available for the following countries:

Lists of State Trading Organizations

Bulgaria	Germany, East	Rumania
Burma	Guinea	U.S.S.R.
Cambodia	Hungary	Yugoslavia
Czechoslovakia	Poland	

New Computerized Trade Lists

For a complete list of the new computerized trade lists offered by the Department of Commerce, covering Belgium—Luxembourg, Netherlands, Germany, Sweden, Norway, Finland, Iceland, Denmark, Nicaragua, Guatemala, El Salvador, Honduras, Costa Rica, Greece, and Italy, see March 20, 1967 issue of International Commerce, or write: U.S. Department of Commerce, Commercial Intelligence Section, BIC, Washington, D.C., 20230 for a free list.

WORLD TRADE DIRECTORY REPORTS. Carry basic commercial and financial information on specific foreign firms and individuals. Data furnished on a given firm usually cover the type of organization, method of operation, lines handled, size of firm, sales territory, names of owners and officers, capital, sales volume, general reputation in trade and financial circles, and names of any U.S. firms represented by the foreign firm and serving as its supplier. They are prepared by the U.S. Foreign Service, and represent a consensus of reliable sources of information. $2 per report. If information on a particular firm is not on file in Washington, it will be requested from the Foreign Service. To minimize delay, businessmen may authorize telegraphic request and reply, for which the Department of State will bill them direct. Available from the Bureau of International Commerce, Commercial Intelligence Division, U.S. Department of Commerce, Washington, D.C., 20230, or from any of the Department's Field Offices.

Share of the Market Reports

Latest information on U.S. share of imports of manufactured products in 49 of the world's leading nations are now available from the Department of Commerce. The reports show U.S. share of world imports for 749 manufactured products and also list the additional 378 products without U.S. share data. The Market Share Reports are issued in two forms—by commodity and by country. For a complete list, write: Office of Publications & Information, U.S. Department of Commerce, Washington, D.C., 20230, or see Jan. 16, 1967 issue of International Commerce.

International Commerce Index

AUTOMATED CUMULATIVE INDEX TO INTERNATIONAL COMMERCE, 1st Quarter 1967. Lists all articles by country and by subject with page and issue in magazine. Unique, broad in scope and extremely helpful reference tool for world trade researchers. 36 pp. This issue 25¢

For Sale by Superintendent of Documents, GPO, Washington, D.C., 20230.

AUTOMATED CUMULATIVE INDEX TO INTERNATION COMMERCE. 1st 6 months 1967. 48 pp. 30¢. (Available after July 19th.)

Copies of the QUARTERLY INDEX TO INTERNATIONAL COMMERCE are available on request to a Department of Commerce Field Office or the U.S. Department of Commerce, Publications Sales and Distribution, Washington, D.C., 20230.

- ☐ Quarterly Index International Commerce, October 1-December 31, 1966.
- ☐ Quarterly Index to International Commerce, July-September 1966.
- ☐ Quarterly Index to International Commerce, April-June 1966.
- ☐ Quarterly Index to International Commerce, January-March 1966.

Lists of Registered Visitors

Provide names and addresses of registered visitors to U.S. Trade Center Shows and Trade Fairs, broken down by categories, such as traders (importers-exporters), wholesalers, retailers, manufacturers, and users of the products shown, as well as other information pertinent to the particular show. The names and addresses of local Government officials are usually also listed. The Lists may be purchased from the U.S. Department of Commerce, Washington, D.C., 20230.

- ☐ U.S. Industrial Equipment Exhibition (August 1-13, 1966), Mexico City. 1966. 284 pp. $1.50.
- ☐ Food Processing Equipment Show (February 18, 21, 22 and 23, 1966); Food Processing Equipment and Supplies Show (February 19 and 20, 1966). U.S. Trade Center, Milan, Italy. 1966. 13 pp. 25¢.
- ☐ Mining and Safety Equipment Show (February 9-23, 1966). U.S. Trade Center, Bangkok, Thailand. 1966. 8 pp. 10¢.
- ☐ U.S. Metal Surface Finishing Equipment Show (June 29-July 8, 1965). U.S. Trade Center, Tokyo, Japan. 1966. 43 pp. 50¢.
- ☐ U.S. Industrial Pumps and Compressors Show (May 19-29, 1965). U.S. Trade Center, Tokyo, Japan. 1966. 30 pp. 25¢.
- ☐ U.S. Air Conditioners and Dehumidifiers Show (July 22-30, 1965). U.S. Trade Center, Tokyo, Japan. 1966. 39 pp. 50¢.
- ☐ U.S. Animal Husbandry Equipment, Accessories and Materials Show (October 12-22, 1965). U.S. Trade Center, Tokyo, Japan. 1966. 36 pp. 50¢.
- ☐ U.S. Business Machines Show (April 21-28, 1965). U.S. Trade Center, Tokyo, Japan. 1966. 59 pp. 50¢.

Foreign Market Reports Service

Formerly listed as Economic Summaries

A listing of the latest unclassified airgrams received in the Department of Commerce, containing information helpful to American businessmen in foreign market research efforts. Listings may be obtained free by writing U.S. Department of Commerce, Commercial Intelligence, BIC, Washington, D.C., 20230. All reports listed are available for purchase at $1.50 each. Order blanks are included with listing, issued monthly.

These summaries, prepared on the spot by the U.S. Foreign Service experts, are the Commerce Department's most timely commercial reports on individual foreign economies. Each report is written by a specialist trained to recognize developments of interest to U.S. business and to give straightforward evaluations of the business outlook and export prospects. They vary from 2 to 30 pages.

International Customs Journals

Tariff structures and rates shown in the *International Customs Journals* are subject to change after the *Journals* are published. Comprehensive supplements covering major changes are published by the International Customs Tariffs Bureau in Brussels and may be purchased from the Clearinghouse as they become available.

Major changes in tariffs of individual foreign countries are also reported each week in the "Foreign Government Actions" section of *International Commerce*. For latest tariff information on individual products imported into specific foreign countries, consult your local Department of Commerce Field Office.

The journals, previously available only on a loan basis, may be purchased from the Clearinghouse, U.S. Dept. of Commerce, Springfield, Va., 22151. Attn: Code 410.11. The price for each *Journal* or Supplement is $3.00 for a bound paper edition; 65¢ for a microfiche copy (up to 64 pages reproduced on a 4 x 5 inch negative).

Austria [2]	PB—169260	Luxembourg. See Benelux.	
Bahama Islands	PB—174066	Malaysia [1]	PB—169264
Belgium, See Benelux		Mali [2]	PB—169257
Benelux [2]	PB—170849	Isle of Man	PB—169288
Bermuda	PB—174065	Mauritius [1]	PB—169279
Brazil [1, 4]	PB—173303	Morocco [1]	PB—169285
British Honduras	PB—174338	Morocco supplement [2]	PB—173101
Bulgaria [2]	PB—169253	Netherlands. See Benelux.	
Kingdom of Burundi [2]	PB—169263	New Hebrides	PB—173661
Canada [2]	PB—169274	New Zealand [1]	PB—173304
Central African Customs Union [2]	PB—173465	Nigeria [2]	PB—169566
Ceylon [1]	PB—169270	Nigeria supplement [2]	PB—173100
Chile [1, 4]	PB—173298	Norway [3]	PB—169267
Colombia [2, 4]	PB—169272	Pakistan [1]	PB—173295
Czechoslovakia [2]	PB—169278	Panama [1]	PB—173292
Denmark [3]	PB—169266	Paraguay [1]	PB—173299
East Africa [2]	PB—169271	Peru [2, 4]	PB—169261
Ecuador [2, 4]	PB—173198	Philippines [1]	PB—169884
Finland [3]	PB—169269	Portugal	PB—174309
France [1]	PB—173294	Portugal [2]	PB—169885
Gibraltar	PB—174067	Reunion Island [2]	PB—169291
Germany [2]	PB—169262	Rwanda [2]	PB—169275
Great Britain Northern Ireland [3]	PB—169287	Rwanda supplement [2]	PB—173253
Greece [3]	PB—169283	South Africa [2]	PB—169255
Grenada	PB—174353	Spain [2]	PB—170512
Guinea [1]	PB—169258	St. Christopher, Nevis & Anguilla	PB—174334
Hong Kong [2]	PB—173300	Sweden [3]	PB—169276
Hungary [2]	PB—169567	Switzerland [2]	PB—169265
Iceland [2]	PB—169268	Syria	PB—1733873
India [1]	PB—169256	Thailand [1]	PB—173306
Iran [1]	PB—173307	Tunisia [2]	PB—169280
Iraq [1]	PB—173305	Turkey [1]	PB—173297
Ireland [3]	PB—169259	United Arab Republic [1]	PB—169289
Israel [1]	PB—173293	United Arab Republic supplement [2]	PB—173256
Italy [1]	PB—169281	USA	PB—169293
Japan	PB—174389	USSR [2]	PB—169254
Jordan [1]	PB—169277	Venezuela [1]	PB—173302
Lebanon [1]	PB—173301	Zambia [2]	PB—169273
Libya [2]	PB—169290		

[1] Issues that are useful only as a guide to the Nation's tariff structure—duty rates have changed extensively since publication.

[2] *Journals* that are generally reliable for duty rates and tariff structure, with only a few duty rates having changed since publication of these issues.

[3] Copies that are generally reliable for duty rates on imports from the U.S., but where preferential duty rates on imports from certain countries (EFTA, EEC or Commonwealth) have changed since publication.

[4] Omits reference to LAFTA preferential rates.

Foreign Market Surveys

The Foreign Market Surveys prepared by overseas market research firms, for use in the Commerce Department's Office of International Trade Promotion's export expansion activities, have been added to the growing list of publications now available to U.S. exporters through the Commerce Clearinghouse.

First titles in the series, which are detailed studies of the market for specific commodities in individual countries, include (cost $3.00 each or 65¢ for microfiche):

——Advanced Metal-Working Machine Tools and Accessories in the Federal Republic of Germany. PB-170 947.
——Animal Husbandry Equipment in the United Kingdom. PB-174 554.
——Audio-Visual Equipment in the United Kingdom. PB-173 705.
——Automotive Maintenance Equipment in Thailand. PB-173 712.
——Automotive Service and Maintenance Equipment in Japan. PB-174 548.
——Automotive Service and Repair Equipment in Sweden. PB-170 945.
——Boating Accessories and Equipment in Italy. PB-173 715.
——Boating Accessories in the United Kingdom. PB-173 716.
——Children's Clothing in Italy. PB-173 717.
——Commercial Baking Equipment in Japan. PB-173 723.
——Commercial and Industrial Photographic Equipment in the United Kingdom. PB-174 544.
——The Commercial and Industrial Refrigeration Machinery and Equipment Market in Spain. PB-170 353.
——Corrosion Protection Methods and Materials in Sweden. PB-173 375.
——Dairy Machinery in the Federal Republic Germany. PB-173 707.
——Dairy and Other Food Equipment in Sweden. PB-174 553.
——The Dental Equipment Market in Italy. PB-170 351.
——Electroplating and Metal Finishing Equipment in the United Kingdom. PB-173 718.
——Equipment for the Pulp and Paper Industry in Sweden. PB-174 546.
——Factory Modernization Equipment in Japan. PB-170 954.
——Food Produce in Thailand. PB-173 711.
——Gas Cutting and Welding Equipment in Japan. PB-174 543.
——Heating and Ventilating Equipment in Italy. PB-170 953.
——Home Maintenance Equipment and Supplies in the United Kingdom. PB-173 722.
——Industrial Chemical Processing Equipment in Italy. PB-170 956.
——The Industrial Instrumentation Market in Mexico. PB-170 347.
——The Japanese Market for Hotel, Restaurant and Institutional Kitchen Equipment. PB-170 349.
——Laboratory Equipment in Japan. PB-174 549.
——Machine Tools in Japan. PB-173 720.
——Machine Tools and Other Metalworking Equipment in Spain. PB-173 719.
——Machinery, Components and Accessories for Pulp and Paper Production and Paper Converting in the Federal Republic of Germany. PB-174 550.
——Machinery and Tools Used in the Manufacture of Electronic Parts and Components in the Federal Republic of West Germany. PB-174 551.
——The Market for Aircraft Communications Equipment in Japan. PB-170 346.
——The Market for Aircraft Maintenance Equipment in Japan. PB-170 345.
——The Market for Equipment and Appliances for Institutional Kitchens in France. PB-170 350.
——The Market for Food Processing Equipment in Italy. PB-170 352.
——The Market for Foundry Equipment in the Federal Republic of Germany. PB-173 706.
——The Market for Oceanographic Equipment in West Germany. PB-170 737.
——Material Handling and Conveying Equipment in Italy. PB-170 948.
——Materials Handling Equipment in Japan. PB-170 955.
——Measuring, Recording, and Control Instruments in the Chemical Industry in the Federal Republic of Germany. PB-173 371.
——Metal Cutting Machines in Malaya. PB-173 710.
——Metal Welding and Cutting Equipment in Sweden. PB-170 949.
——Metalworking Equipment in Mexico. PB-173 714.
——Metalworking Equipment in Thailand. PB-173 709.
——Microfilming, Reprography and Advanced Documentation Equipment in the Federal Republic of Germany. PB-173 374.
——Packaging Machines, Materials and Related Printing Machines in the United Kingdom. PB-174 545.
——Packaging Machinery and Equipment in Belgium. PB-173 372.
——Packaging Machinery and Equipment in France. PB-170 951.
——The Packaging and Packing Equipment Market In Mexico. PB-170 348.
——Photography in Industry in the Federal Republic of Germany. PB-170 952.
——Plant and Equipment Maintenance Machines, Apparatus and Products in Italy. PB-170 950.
——Power Hand Tools in Japan. PB-174 547.
——Printing and Bindery Equipment in Italy. PB-174 555.
——Self-Service Store and Supermarket Equipment in the Federal Republic of Germany. PB-173 708.
——Self-Service and Supermarket Equipment in Japan. PB-170 946.
——Welding Equipment in Italy. PB-173 373.
——Welding Equipment in the Netherlands. PB-173 721.
——Welding Equipment and Materials in the United Kingdom. PB-174 552.
——The West German Plastics Market. PB-170 344.

Write: Clearinghouse, U.S. Dept. of Commerce, Springfield, Va. 22151.

BUSINESS AND DEFENSE SERVICES ADMINISTRATION

(BDSA)

All publications issued by BDSA are available from Department of Commerce Field Offices or from Sales and Distribution Branch, Office of Administrative Services, U.S. Department of Commerce, Washington, D.C., 20230, and from Superintendent of Documents, Washington, D.C., 20402, where indicated by asterisk.

Publications

☐ A checklist of publications that includes data on monthly and quarterly industry reports as well as all other BDSA publications. November, 1966. Free.
☐ THE U.S. INDUSTRIAL OUTLOOK FOR 1967. Includes developments in 1966 with projections for 1967. Reports on imports and exports, 216 pp. $1.25.*
☐ BDSA: How It Works With Business For Business. 1965 8 pp. Free.

U.S. Trade Manufacturing Data

☐ U.S. LUMBER EXPORTS, 1960-64, 1965. 11 pp. 10¢.*
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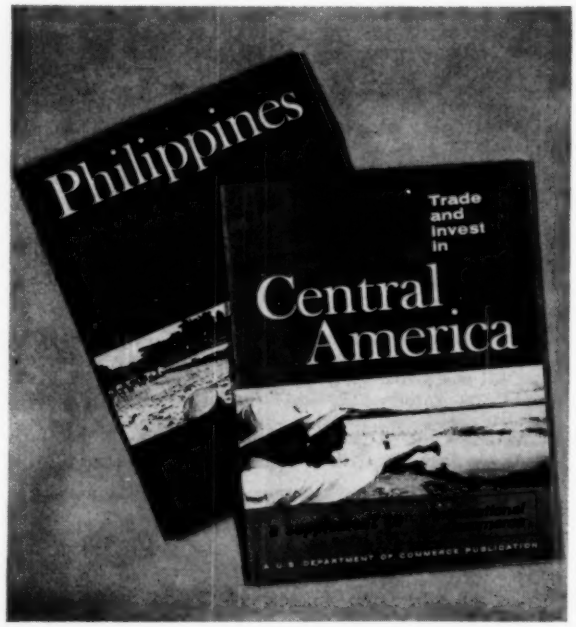

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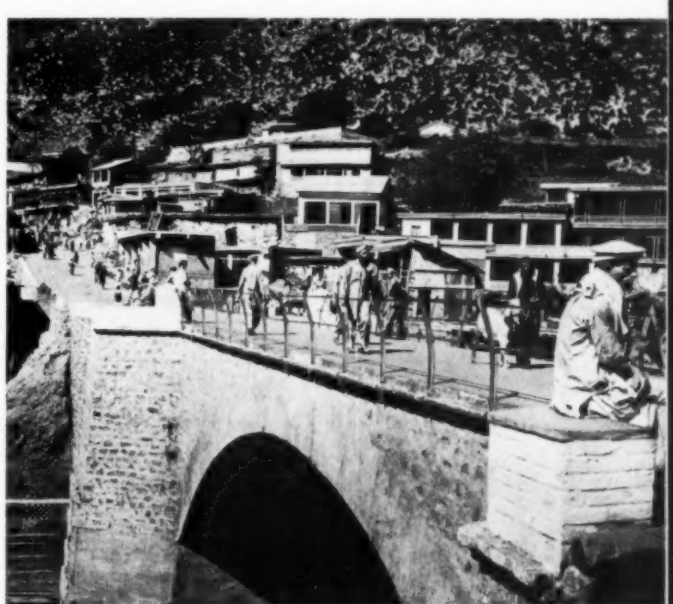

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Greece maintains growth

Remains strong market for U.S. goods despite current political uncertainties

By MAX E. HODGE
Commercial Attache
U.S. Embassy, Athens

High performance in the midst of political upheaval and uncertainty is becoming a habit with the Greek economy.

HODGE

That Greece remains active in international trade, spending the equivalent of over 20% of its swiftly growing national income on imports from many countries, and continues to make its contributions as a strong member of international economic organizations—OECD, GATT and the Common Market—has been obscured by the more sensational political news.

This display of underlying economic strength is far from an isolated recent occurrence. In the 17 years since the disruptions of World War II and the Greek Civil War, Greece has enjoyed—by all indicators—a solid sustained economic growth matched by few other countries. Growth continued even during the last two years which have seen four major changes of the Greek Government topped by the sudden military coup of April 21. By the end of 1966, virtually ignoring political difficulties, and exceeding even OECD predictions for the highest growth rate of any member country, the Greek economy attained a real growth rate of 8.2%, compared with 7.2% in 1965 and 8.6% in 1964.

No signs of panic

There have been no signs of panic; more gold is freely sold to the Central Bank than bought from it; bank deposits continue to rise; the real estate market has leveled off; the drachma remains steady at 30 to the dollar (as set in 1953), and receipts from tourism, shipping and other services grew twice as fast in 1966 as in 1965.

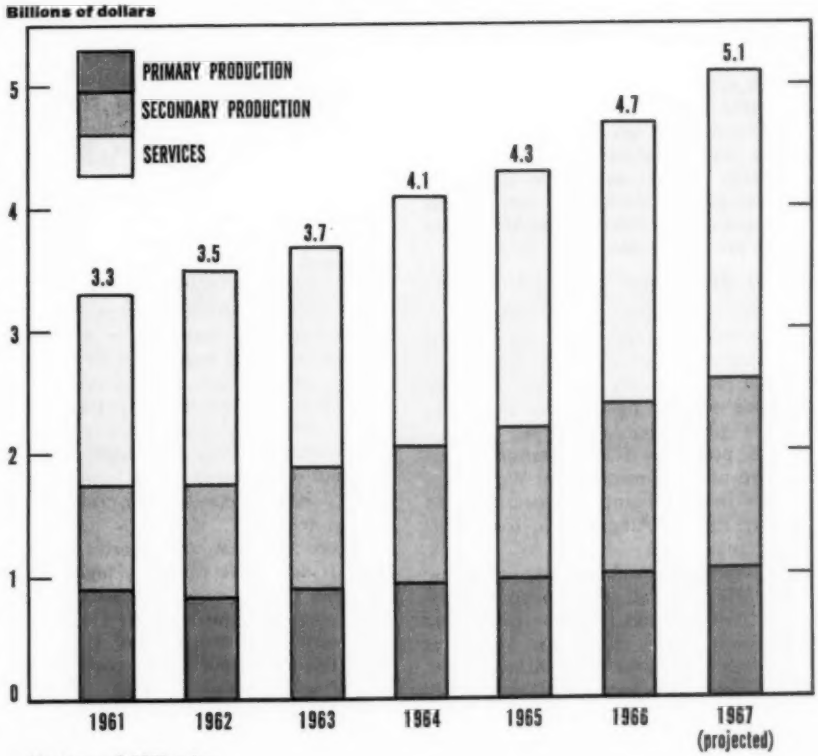
A primary concern at this stage is that Greece and its friends abroad must recognize that any government here is going to have to make certain major structural and institutional adjustments if growth is to continue and Greece is to compete as an equal. The problems are mainly economic, but their resolution will be political. The political uncertainty of the past two years has necessitated, or provided the excuse for, the postponement of their confrontation.

These problems are typical of this stage of development, when appetite grows faster than productivity, and clinging to familiar if less productive ways seems preferable to venturing into new, more speculative ones.

At present, these problems add up to a serious balance of payments situation. Greek reserves are less than outstanding commercial suppliers' credits alone, enough to pay for about 10 weeks of imports. Greece, with its rising standard of living and appetite, imported about $1,200 million worth of goods last year—about as much per capita as the United States, but amounting to over 20% of Greek GNP compared with about 4% for the United States. Exports of goods covered only about $400 million of this. Most of the remainder was made up by services, especially merchant marine, tourism and emigrant remittances, and by foreign private investment; but $100 million remained to be covered by foreign government loans and grants, a source which is not limitless and which means an increasing debt service repayment burden each year.

Any government of Greece may have

Greece: Gross national income climbs*



*In terms of 1958 prices

to restrict imports to some extent, although so far there has been instead an emphasis on expansion of exports, an encouraging development which leaves the door open to U.S. exporters and creates investment opportunities for newcomers in the market.

All factors point to Greece as a desirable economic partner and a continued strong market for U.S. goods. There are several special areas which will be the subject of attention by the Greek Government; while representing problem areas they are also sources of opportunities to challenge the initiative and inventiveness of American businessmen.

Agriculture is probably the most urgent specific domestic problem—about 50% of the population works in this sector, but produces only 25% of the GNP. Nearly 17% of imports, or $181 million are foodstuffs. Increased emphasis on the domestic livestock industry, to save some of the $70 million now spent yearly by Greece on meat imports, creates an encouraging opportunity for U.S. exporters of farm machinery and equipment.

Industry is far from a united sector. The old-line, family-owned, heavily protected, low volume and high mark-up school is probably still dominant, but the number of forward looking industries which welcome foreign equipment, capital and technology is increasing. As Greece reduces its tariffs toward the EEC, mounting competition will accentuate the need for more rapid modernization of the industrial sector. Food processing, handling, packaging and refrigeration equipment continue to offer good opportunities, as do the textile and construction material industries. Capital equipment accounted for over $200 million worth, or 18% of total imports in 1966, but the U.S. share in this product market is declining.

Power expansion planned

Power generation and transmission is another important area. Greece is planning extensive expansion of hydroelectric and thermal plants to use imported fuels and domestic peat or lignite—the latter also for gas generation—while dual purpose atomic power and desalination plants also are under consideration. Water supply for irrigation and domestic use, especially for the Athens area, soon must be expanded.

Transportation will need expansion and modernization in all areas: railroad equipment, buses, trucks, service station and auto maintenance equipment, road and rail building equipment. An Athens rapid-transit system is needed for the capital area, which holds nearly a quarter of the country's 8.5 million people.

The Greek Olympic Airways bought $30 million worth of U.S. aircraft recently, and has great plans for further expansion. Many other air services will have to be supplied by Olympic or opened up to others.

Piraeus and the other ports are chronically congested, offering opportunities for cargo-handling or even complete containerization facilities. Greek owners of more than 600 Liberty and other overage ships are seeking modern replacements.

Despite these developments equipment imports were only $48 million last year, in addition to Olympic's purchases, but these should grow if Greek plans materialize.

Tourists increase

Tourism is a major field in itself, offering opportunities in hotel and restaurant equipment, training of personnel, and other travel and tourist facilities. The number of tourists has risen from 440,000 in 1961 to 1 million in 1966, bringing in nearly $150 million in foreign exchange. There is foreign investment interest in hotels, tourist bungalow developments by the sea, marinas for yachts, boats and accessories, as well as in other areas of recreation for both tourists and Greeks with their rising standards of living.

Communications are being expanded, especially telecommunications, to relieve the present high demand situation in which subscribers must wait a year or more before telephone service can be installed. A Comsat receiving station and a television network are under consideration; a favorable decision on either project would mean important increased opportunities.

The construction industry is constantly expanding and offering opportunities for both sales and investment. Imported equipment and supplies for this important sector accounted for $106 million or nearly 10% of all imports last year.

Industrial raw materials in 1966 accounted for $136 million (12% of imports), while finished consumer goods accounted for $342 million (31% of imports), the largest commodity group by far. As long as imports remain virtually free, our opportunities are limited only by the competitiveness of our prices, quality and terms.

Greece has few quantitative restrictions. It does have relatively high tariffs, but other foreign suppliers outside of the EEC also face this barrier. Greece, as an associate member of the EEC, and with relatively low labor costs and a highly trainable labor force, could attract an increasing amount of investment by Americans seeking to meet the EEC challenge.

Greece's favorable situation not only vis-a-vis the EEC but near Eastern Europe, the Near East and North Africa are additional favorable factors for investment.

Business climate is the hardest element to assess, especially under present circumstances, and yet probably the most important. It is essential to differentiate between Greece as a customer or supplier, that is, a country to do business **with,** as opposed to a site for investment or other active participation, a country to do business **in.** On the first count, Greece scores high—she is a good customer and supplier. Commitments are generally honored, U.S. businessmen have no more problems in Greece than in other countries, and adequate machinery exists for settling the few that arise.

To reduce red tape

The new Government has promised to reduce red tape and is encouraging normal economic relations in all areas. It is early to judge what success it will have. In fact, foreign investment did continue to rise through 1966, when $194 million of new investment was approved and $170 million actually came in. The value of new applications dropped slightly to $185 million from $200 million in 1965 because most of the actual 1966 inflow was in two major projects launched some years ago and now all but completed. Since nearly one-half of all investment in Greece comes directly or indirectly from the United States, we have a legitimate concern in pointing out the red tape problem in frank terms.

Greek officials are aware of the problem, and Greece has one of the best investment laws in the world, but it is in the translation of the law through the bureaucracy into specific decisions that problems arise. The Greek Government has given its assurance that proposals, especially those which offer savings or earnings of foreign exchange, are still welcomed.

the author

Max E. Hodge has been in his present position since September 1965. In the Foreign Service since 1950, he has served at posts in Frankfurt, Salonika, Dacca, and Bonn. He worked at the Library of Congress, 1949-50.

Hodge is a graduate of Oberlin College and has a Masters degree from the Johns Hopkins University School of Advanced International Studies.

EEC triples internal trade

Retiring president Hallstein calls for political unity in farewell address to commission

By GRACE W. FINNE
European Division, OIRE

"With the completion of the EEC we shall have fulfilled the most important precondition for what is the final aim of the whole European effort: the political Community in the full sense of the word, the Community which also covers defense policy and foreign policy and is based on a full Federal constitution. We are convinced that this unification is possible."

So said Professor Walter Hallstein, president of the European Economic Community Commission from its beginning, as he presented to the European parliament on June 21 his Tenth Annual Report, covering the period Apr. 1, 1966-Mar. 31, 1967.

He continued, "There is therefore no further excuse for inaction on the part of anyone in a position of responsibility. Our experience has taught us one thing: effective integration requires an autonomous organization which can carry on the dialogue with those representing the national interests. It has also been confirmed that all members, big and little countries alike, must be sure of constitutionally guaranteed equality of treatment."

Professor Hallstein, who has led the EEC Commission since its inception in 1958, was succeeded on July 1 by Jean Rey, who becomes president of the merged executive bodies of the EEC Commission, the ECSC High Authority and the Euratom Commission. Submitting his final report, President Hallstein gave a blueprint for the future course of Common Market integration.

In an 80-page introduction to the Tenth Annual Report the importance of utilizing the institutional framework to formulate common policies is stressed. Main areas of economic cooperation are discussed in the 506-page report.

Obstacles to free trade flow

Although EEC intra-trade tripled 1958-66 and reached a level of $22.9 billion, internal frontiers still exist and will continue to exist when intra tariffs go to zero on July 1, 1968. Main obstacles to a free trade flow within the Common Market are: fiscal frontiers, i.e., differences in national taxation on goods traded and differences in national systems, the existence of national monopolies (e.g. for petroleum in France, for tobacco in France and Italy, for alcohol in France and Germany) quantitative restrictions, and differences in methods of assessing custom duties, e.g. in the assessment of CIF import values. Difference in the treatment of imports from non-member countries apply particularly to the so-called "sensitive" products which constitute about 10% of total imports from third countries. A special problem is the transfer to the EEC as a whole of bilateral and multilateral trade agreements binding on individual member states.

Tax frontiers

As regards the necessity for fiscal harmonization to eliminate tax frontiers, the EEC Commission points out the importance of harmonizing tax rates, as well as tax systems, with harmonization of taxes on business the top priority.

Turnover taxes will be imposed according to a unified "tax on value added" system as of Jan. 1, 1970, while tax rates harmonization is under study.

Stressing the importance of improvements of the capital markets to assure a free flow of capital, the Commission cites a number of needed reforms, such as greater flexibility for insurance companies and savings banks to invest in other member countries, harmonization of the institutional and legislative framework and more financial data available to the public.

Transport policy

In order to achieve a common transport policy, the Commission advocates a two-phase program. The first phase, until Dec. 31, 1969, would regulate intra-state transport; the second phase would impose the same rules on national transport, with the objective of putting transport modes on equal competitive footing by eliminating national subsidies and preferential rates.

The EEC policy on competition has the dual objectives of safeguarding competition by eliminating intra-EEC restrictions and of improving the allocation of productive resources. The European Court of Justice should review national vertical and horizontal agreements to determine whether they conform to Article 85 of the Treaty of Rome. The measures of state

NEW COMMON MARKET HEADQUARTERS is shown on its way to completion at Brussels, Belgium.

aid to promote certain national industries, as in the shipbuilding, textile and paper industries, must yield to overall industrial policies if such state subsidies are not to distort the distribution of productive resources.

Monetary and financial policies

Coordination of monetary and financial policies and policies designed to stimulate economic growth will become increasingly necessary with the achievement of the Customs Union by July 1, 1968.

Community institutions must be able to identify common policy objectives and be instrumental in removing national measures which may be incompatible with the common interest. Such policies would include social, industrial, agricultural and commercial matters. The adoption on Feb. 8, 1967 by the Council of Ministers of a medium-term economic program was a significant step toward a community-wide orientation of economic policies.

The Commission considers the maintenance of existing exchange rate parities between the national currencies of paramount importance for a harmonious economic development. Such stability has been in existence since the beginning of 1961.

Coordinating committee

A committee of the governors of the central banks has been established to coordinate monetary policies. It is the view of the Commission that norms must be established as to the permissible rate of credit extension to prevent undue inflationary pressures in any member country.

EEC imports from third countries represent 10% of the Gross National Product while exports constitute 9% of GNP (1966). Foreign trade with third countries, which exceeded $60 billion in 1966, importantly influences the rate of economic expansion.

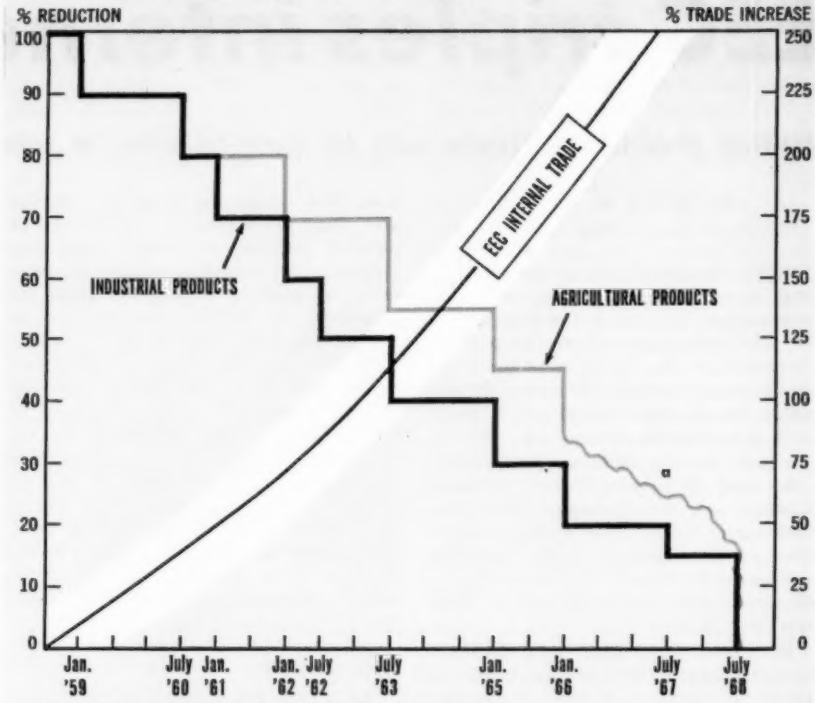
Major recent EEC decisions

May 11, 1966: Customs Union with free internal circulation of goods and free movement of workers is to be accomplished by July 1, 1968; Financing of the Common Agricultural Policy until Jan. 1, 1970 agreed to.

July 26, 1966: Agreement on EEC agricultural mandate for Kennedy Round negotiations.

Feb. 9, 1967: Unification of the systems of existing turnover taxes into a tax on value-added (TVA) to take effect as of Jan. 1, 1970.

Common Market Internal Trade Rises As Tariff Barriers Come Down



a) The free circulation of agricultural products will be realized in principle between Nov. 1, 1966 and July 1, 1968.

Half of the total energy requirements of the EEC is now imported from third countries and by 1970, 60% will be imported. The goals of a common energy policy are already defined by the Commission: 1) security of supply; 2) aid to small community enterprises to compete with big international oil companies; 3) aid in maintaining a certain level of EEC production, particularly in coal. The EEC reliance on foreign trade favors a liberal trade policy. The tariff cuts decided on in the Kennedy Round and the new GATT anti-dumping code to become effective July 1, 1968, are important steps toward further trade liberalization.

Toward price stabilization

The EEC also continues to strive toward stabilization of world agricultural prices and basic materials prices. A major aim of EEC commercial policy is the promotion of agricultural exports. The formulation of the Common Agricultural Policy has been in the center of EEC efforts for several years. From now on the prime task will be to modernize the agricultural structure.

EEC Gross National Product rose 4% in 1966 in real terms, the same rate of growth as in 1965, with France and Italy enjoying the highest relative increases (above 5%) and Germany only registering a 2.7% increase, the Netherlands 3.3%, Belgium 3% and Luxembourg 2%. Living standards as measured in terms of average private consumption per inhabitant, rose about 3.5% in 1966, with increases of 4-4.5% in France and Italy and about 2-3% in the other EEC member countries.

Advance mimeographed copy (in French) of the European Economic Community's Tenth Annual Report, covering the period from April 1, 1966 to Mar. 31, 1967 may be borrowed from the EEC Information Service, The Farragut Building, Washington, D.C. 20006.

Printed copies in French and German and in English translation will be available later at about $1.50.

U. S. Government Actions

Abbott Laboratories to assist drug plant planned for Ghana

Overseas venture encouraged under AID investment program

A new business venture in Africa, first of its kind under the U.S. foreign aid Investment Promotion Program, will involve the Government of Ghana and Abbott Laboratories of Chicago.

Under the arrangement Abbott Laboratories will operate a pharmaceutical plant in Ghana. Financial arrangements for the enterprise were made through the Mid-America International Development Association (MIDA), a recently-formed group of Chicago-based institutions, whose overseas activities are underwritten by the U.S. Agency for International Development.

With an office in Accra, Ghana, MIDA seeks attractive investment opportunities in Africa.

Under the arrangement between Abbott and the Government of Ghana, Abbott will own 45% of the company and the Ghanaian Government will hold a 55% interest. Management of the company will reside with Abbott.

The new firm, Abbott Laboratories Ghana Limited, intends to serve as a pharmaceutical distribution center for all of West Africa.

Self-help effort

Frank Pinder, Director of the AID Mission to Ghana, said, "We've been trying for years to encourage private investment in programs of this type. This, along with similar ventures in other areas, is an excellent self-help effort on the part of the Ghanaian Government to make use of and encourage private enterprise in the country's economic development. This is right in line with our new aid policy."

AID's Investment Promotion Program, administered by the Africa Bureau's Office of Private Enterprise, provides for the reimbursement of costs to groups of American commercial or investment banks which send representatives to various African countries in search of investments which may be of interest to American firms and helpful to African economies.

Under this program, contractors receive no profits, but are reimbursed for their actual costs.

The institutions associated with MIDA are Glore Forgan, William R. Staats, Inc., A. G. Becker & Co., Inc., William Blair & Co., and the First Chicago International Finance Corp. MIDA expects to open two other offices by the end of the year in East Africa and North Africa.

In addition to the Abbott Laboratories enterprise, AID has three other contracts which have been executed and an additional contract pending. Contractors include institutions in New York; Milwaukee; Winston-Salem, and San Francisco, as well as Chicago. MIDA has been in existence nearly seven months.

The Abbott venture will call for the training of Ghanaians in business management, preparation of pharmaceuticals, and accountancy. The plant will employ around 400 people, mostly Ghanaians. Around 50 percent of the investment will be in hard currency with Abbott contributing $630,000 to the $1 million investment.

AID to help Guatemala improve tax program

An Alliance for Progress project designed to modernize and improve Guatemala's tax collection program has been approved by the Agency for International Development.

The three-year project which covers tax appraisal, assessment and collection techniques as well as the development of maps for tax purposes, will cost an estimated $3.7 million. The dollar costs for the personnel services and operating costs of U.S. consultants and equipment to be purchased in the United States will be financed by an AID loan of $2.2 million.

The project will be initiated in approximately 4,600 square miles in Western Guatemala and 27 urban centers, and will be extended to all parts of the country as rapidly as possible.

Asian Development Bank receives AID grant

The Agency for International Development will provide $250,000 in U.S. technical assistance to the Asian Development Bank. The funds will enable the bank to expand its capabilities for processing loan applications, making appraisals of proposed projects, training staff members, and providing library materials.

Commerce revises export controls on nickel items

The U.S. Department of Commerce is lowering the general license dollar value for small shipments of certain types of nickel scrap and unwrought nickel for export to friendly countries without a validated license.

The Department said this action was taken to make the general license dollar value consistent for all types of nickel and nickel scrap.

At the same time, the Department clarified certain existing regulations. One of these clarifications points out that U.S.-origin commodities used abroad in the manufacture of other products are subject to U.S. export controls.

Similarily, the Department clarified the rule requiring reports to the Office of Export Control by U.S. exporters receiving requests for any action that has the effect of furthering or supporting a restrictive trade practice or boycott fostered by any country against a country friendly to the United States. The revised rule says that the "exporter" is the principal party in an export transaction with power and responsibility for controlling the sending of commodities or technical data outside of the United States.

Full details are contained in Current Export Bulletin 951, dated June 28. Copies of the Bulletin are for sale at 25 cents. **Write:** U.S. Department of Commerce, Room 6053, Washington, D.C., or any of the Department's 42 field offices.

Aug. 4 hearing set on Polish soil pipe imports

The U.S. Tariff Commission will hold a public hearing on Aug. 4 in connection with the investigation of cast iron soil pipe imports from Poland.

The hearing will begin at 10 a.m. in the Hearing Room, Tariff Commission Building, 8th and E Streets, NW., Washington, D.C. Interested parties desiring to appear and to be heard should notify the Secretary of the Commission in writing at least three days in advance of the date set for the hearing.

Canada makes tax and tariff changes

Production machinery imports to get tax-free treatment

According to a Canadian Budget Resolution, the 6% federal sales tax on production machinery and apparatus has been dropped completely, effective June 2. The tax on these items had been reduced from 11% to 6% in April 1967 and had been scheduled to be dropped in April 1968. Both imports and Canadian-made machinery receive this tax-free treatment.

Also now exempt from the tax are plans, drawings, related specifications and substitutes therefor, and reproductions of the foregoing sold to or imported by manufacturers or producers for use by them directly in the manufacture or production of goods.

Further exemptions scheduled

Another exemption is scheduled to go into effect on Sept. 1. At that time imports and Canadian production of any material, substance, mixture, compound or preparation, of whatever composition or in whatever form, including materials for use exclusively in the manufacture thereof, sold or represented for use in the diagnosis, treatment, mitigation or prevention of a disease, disorder, abnormal physical state, or the symptoms thereof, in humans or animals, or for restoring, correcting or modifying organic functions in humans or animals will be exempt from the 12% sales tax. The exemption will not apply to cosmetics or confectionery products.

Tariff change made

Several tariff changes, effective June 2, have been made in addition to the tax changes. Yeast, other than yeast cakes, now enters Canada from the United States and other Most-Favored Nations at 10% ad valorem instead of the previous five cents per pound; most drugs now enter at 15% instead of 20%; integrated self-propelled machines commonly known as front-end loaders or tractor shovels, and parts, now enter at 15% instead of 22½%; and aircraft and aircraft engines, when of types and sizes not made in Canada, will enter duty-free until July 1, 1968 instead of July 1, 1967.

Also, the Government now has the power to exempt certain margarines used by people suffering from allergies from the general ban on imports of margarine; and the 99% drawback-of-duty provision on imports of machinery and equipment of a class or kind not made in Canada used in the manufacture of motor vehicles and parts has been broadened to include manufacturers of motor vehicle accessories.

Trinidad receives World Bank loan for road project

The World Bank has approved a loan equivalent to $8.6 million to the Government of Trinidad and Tobago to improve the main north-south route which now connects with the two most important urban centers on the island of Trinidad, Port-of-Spain, the capital and San Fernando, the second largest city.

The City National Bank of Detroit; Crocker-Citizens National Bank, San Francisco; The First Pennsylvania Banking & Trust Co., Philadelphia; and Marine Midland Trust Co. of Western New York, Buffalo, are participating in the loan.

The project will be carried out by the Highways Division of the Government's Ministry of Works, with the assistance of consultants. It is scheduled for completion by mid-1971 at a total cost estimated at the equivalent of $19.7 million. The Bank loan of $8.6 million will be applied to foreign exchange costs of construction and consultants' services. Construction contracts will be awarded on the basis of international competitive bidding.

In view of poor alignment and difficulties in acquiring the right of way for improving a heavily urbanized section of the existing Southern Main road, the Government decided to build a new highway to the east of the existing road. It will be a 17-mile, four-lane expressway from Chaguanas to San Fernando. In order to assist preparations for further construction on the route, the project being assisted by the Bank loan also provides for feasibility studies and detailed engineering for the improvement of the remaining sections, northward from Chaguanas to Port-of-Spain, and southward beyond San Fernando.

Indonesia announces application procedure for foreign investors

The Indonesian Government recently announced that foreign investors interested in making new investments in Indonesia should first contact the Indonesian Government agency which has jurisdiction for the economic sector in which the investment is planned.

The Department of Mining should be approached for mineral or petroleum exploration, the Department of Basic and Light Industry and Power for most manufacturing industries, the Department of Textile Industries and People's Handicraft Industry for textile manufacturing, the Department of Plantations for estate crops, and the Department of Agriculture for other crops and forestry industries.

After the investment proposal has been approved by the appropriate government department, or ministry, and by the Technical Team for Foreign Capital Investment which is to assist in processing the application, the proposal is then forwarded by the Minister to the Chairman of the Presidium, who is also Chairman of the Advisory Body for Foreign Investment.

If approved by the Advisory Body, the draft of the contract will be approved in writing by the Presidium Chairman. The contract will then be signed by the appropriate Minister, duly delegated for the purpose on behalf of the Indonesian Government.

These procedures are spelled out in a government decree which is retroactive to March 25, 1967. The first contract under Indonesia's new investment law, one with Freeport Sulphur for the exploitation of copper deposits in West Irian, was signed by the Minister of Mining on April 7, 1967.

New Zealand converts its currency system

Beginning July 10, New Zealand is converting its currency system from pounds, shillings, and pence to dollars and cents (decimal currency). Two New Zealand dollars will equal one New Zealand pound. The New Zealand dollar will equal approximately $U.S. 1.40.

EEC cuts high duty rates set on some U.S. goods in 1962

Action is in response to U.S. rescinding part of escape clause action which caused retaliation

Effective June 1, the EEC countries (Benelux, France, Germany, and Italy) have reduced some of the special high duty rates which were being applied to imports of certain items from the United States only. The EEC countries had put these rates into effect in August 1962, in retaliation for the U.S. escape clause action increasing the U.S. duty rates on certain glass and carpets.

A recent U.S. move partially withdrawing the escape clause action on glass led the EEC countries to reciprocate by making the following reductions in their special rates to the United States: polystyrene and its copolymers in liquid, pasty, and bulk forms, BTN 39.02-C-VI-a, from 40% to 13.2-14% (Benelux), 40% to 21.6% (France), 40% to 18% (Germany), and 40% to 17.2-20.4% (Italy); varnish and paint, BTN 32.09-A-II, from 15.4-17.4% to 13-15% (Benelux), 15.4-22.5% to 13-19% (France), 16.4% to 14% (Germany), and 19% to 15% (Italy); and woven fabrics of continuous synthetic textile fabrics, BTN 51.04-A, from 40% to 35% (Benelux, France, Germany, and Italy).

These reductions mean that imports from the United States of polystyrene and varnish and paint are now subject to the same duty rates as imports from other non-EEC countries. On the other hand, the 40% to 35% reduction on woven synthetic fabrics is quite small and imports from other non-EEC countries are still subject to much lower rates.

The other two items included in the EEC's August 1962 retaliatory action, i.e., polyethylene in liquid, pasty and bulk forms (BTN 39.02-C-I-a) and woven fabrics of continuous artificial fibers (BTN 51.04-B) are not affected by this action and imports from the United States are still subject to the special high 40% duty rates.

Reductions in the 40% rates of these two items, as well as additional reduction in the rate on woven synthetic fabrics, down to the rates applicable to imports from other non-EEC countries, will presumably be forthcoming if and when the United States withdraws its escape clause action on carpets and completes restoration of the pre-escape clause rates on glass.

ECSC drops duties, sets import quotas on certain iron and steel products

The European Coal and Steel Community recently approved for certain iron and steel products duty suspensions and tariff quotas for the second half of calendar 1967. These measures, with one exception, simply continue throughout this year the measures taken for the same products, published in INTERNATIONAL COMMERCE, Jan. 23, 1967, p. 20. Quotas for Jan.-June, q.v.

The lone exception is an increase to 2,500 metric tons in the tariff quota for Italy from the 1,700 m.t. reported in the aforementioned article under Common External Tariff No. ex 73.15AIVb—Special wire rods for the tire industry (fine carbon steel wire rods, simply hot rolled, having a diameter of from 4.5 to 6 mm. and a carbon content of from 0.62% to 0.74%).

Duty suspension, tariff quotas made by EEC

The European Economic Community recently published a total suspension of its Common External Tariff on number X5101A, single yarn of polyfluoroethylene, valid July 1, 1967—June 30, 1968, and the following tariff quotas, listed by Common External Tariff number, designation of product, Member State to which granted, quantity in metric tons, duty (if any) in percent ad valorem, and validity period.

X7302EI—Ferrochromium containing by weight up to 1% at least of carbon and over 30 through 90% of chromium (super-refined ferrochromium), Italy 3,500 of which 1,940 at Free and the remaining 1,560 at 2, May 3 through Dec. 31, 1967; **X5004**—Yarn wholly of silk, not put up for retail sale, FR. Germany, 40, 2.8, calendar 1967; 7701A—Unwrought magnesium, FR. Germany 9,450, Netherlands 262, Belg.-Lux. 291, all at 1.5, Jan.—through July 30, 1967.

Singapore slates $41 million power, water supply works

$23 million World Bank loan helps finance both projects

The World Bank approved a $23 million loan to the Public Utilities Board of Singapore to help finance expansion of its power and water facilities.

Contracts for the work will be awarded on the basis of international competitive bidding. The total cost of the projects is estimated at the equivalent of $41 million.

The Public Utilities Board (PUB) is an autonomous public corporation responsible for Singapore's electricity, water and gas utilities. The installed generating capacity of its electricity system is now 464,000 kilowatts and there is an additional 120,000 kilowatts under construction. In recent years PUB has been developing a higher voltage transmission network to connect the main distribution centers with the generating stations so that increases in load and load density can be met.

Power project

The power project, to be assisted by the Bank Loan, consists of works to be undertaken to expand the transmission and distribution system during the two-year period, 1967-68. It includes the installation of 230 MVA of primary and 250 MVA of secondary transformer capacity and associated equipment, 145 miles of primary and secondary underground cables, and the provision of 110,000 new meters.

Water supply project

The water supply project consists of improvements and extensions to the system of transmission and primary distribution mains through 1970, construction of a new Seletar dam and reservoir, water extraction facilities on several streams to supplement the Seletar catchment area, various pumping stations, expansion of the Woodleigh treatment plant and about 77,000 service water meters. The Seletar portion of the project will add 4,400 million imperial gallons to the capacity of reservoirs for untreated water on the island.

Nine British manufacturers seek licenses to produce equipment

Agreements wanted for heavy machinery, pumping units, pneumatic tools, packaging equipment, tubular steel

Nine British manufacturers are interested in licensing agreements with U.S. firms to make products such as heavy machinery, pumping units, pneumatic tools, packaging equipment, and tubular steel.

Additional information may be obtained by writing to the British firms directly.

● Established in 1956, this manufacturer of electrical and mechanical equipment seeks a license to make such automatic agricultural equipment as weighing, feed distribution and control and recording machinery.

The British firm is also interested in the production of any products of an electro-mechanical nature involving livestock. These could include electric rods for moving animals into confined spaces, automatic systems for weighing livestock and automatic devices for recording weights and electric products for marking and identifying animals.

The company claims its facilities are adequately equipped for the design and development of electronic devices. Currently, it is engaged in a variety of work for such organizations in the U.K. as the Beef Recording Association and the Milk Marketing Board. The British company does not have its own sales force, but sells directly to wholesalers and users.

Write: Ripper Robots Ltd., College of Aeronautics., Cranfield, Bedfordshire, England. WTD.

● This engineering firm is interested in the manufacture under U.S. license of oil field pumping units and mining machinery. The well-established British company of marine and electrical engineers and boilermakers has three branch offices in Great Britain as well as 32 agencies both in the U.K. and abroad.

The firm has approximately 3,100 employees, with 1,100 engaged in engineering activities and 1,450 in production. It has machining, fitting, fabrication shops and a foundry. Over 600,000 square feet of manufacturing floor space is in use. Other facilities include a warehouse and laboratory.

Write: Clarke Chapman & Co. Ltd., Victoria Works, P.O. Box No. 9, Gateshead 8, Co. Durham, England. WTD.

● A license to manufacture pneumatic industrial tools, automotive accessories and servicing equipment is sought by this company. It now makes pneumatic equipment for the automobile industry, particularly tire inflation equipment and tire pressure gauges. The Yorkshire concern would also consider a cross-licensing arrangement.

Established in 1938, its annual sales are reported to be about $2.8 million. The firm's plant covers 72,000 square feet and employs approximately 280. Distribution of its products is through wholesale distribution outlets and overseas agencies. The Yorkshire manufacturer is reportedly the largest producer of small tire gauges in Europe with 40% of its production being direct export.

Write: Pneumatic Components Ltd., Eyre St., Sheffield 1, Yorkshire, England. WTD.

● This company currently manufactures such high grade metal products as foundation garment accessories, hook and eye tape, brassiere fittings, various types of rivets, and small parts for the upholstery, leather, and fiber goods industries. It seeks a license or similar arrangement involving high volume light engineering. The British firm is interested in making any product within its general field of competence even though it may be outside its present product range.

Write: Steels & Busks Ltd., Ariel Works, Temple Road, Leicester, England. WTD.

● This company seeks a license to manufacture packaging equipment, particularly stapling machines, and electronic assembly tools or equipment. The British firm is experienced in the production of a wide range of products including automotive servicing equipment, hand tools for the packaging industry, measuring devices, and other electro-mechanical products.

Established in 1947, the firm has 25 employees. It does not have a marketing organization but would establish one if a licensing agreement materializes. An executive of this company claims work experience with U.S. organizations.

Write: Precision Machine Parts Ltd., Reform Road, Maidenhead, Berkshire, England. WTD.

● A manufacturer of brewery, dairy, and catering equipment seeks a licensing agreement with a U.S. firm.

The British company wants to produce forced air convection ovens, commercial toasters and kitchen waste disposal units for use in hospitals, industrial canteens, hotels, schools and breweries.

Established in 1927, the concern has 500 employees. Its traveling salesmen cover the entire U.K. calling on hospitals and caterers.

Write: Grundy (Teddington) Ltd., Somerset Works, Elmtree Road, Teddington, Middlesex. WTD.

● A license to produce revolving tray type bakers ovens, oil, gas or electrically heated, is sought by a British producer of solid fuel, gas, and oil fired peel type bakers ovens. The firm reportedly has a modern plant equipped with all the machinery necessary for metal fabrication and machining and a staff with many years experience in bakery engineering.

Write: Oakland Equipment (Leicester) Ltd., Clarendon Industrial Estate, Oakland Road, Leicester, England. WTD.

● This firm, engaged in the manufacture of component parts and the assembly of computer units, plus the production of special machinery, seeks a license to make related products.

The British company makes filling machines for toothpaste, feeding units for paper and tin, coin counting machines, duplicating and allied printing equipment, fire sprinkler units and gear box and positioning units for tape controlled machine tools.

Established in 1930, the English concern has approximately 150 employees.

Write: A.M.D. Engineering Co. Ltd., Beaufort and Richmond Road, East Twickenham, Middlesex, England. WTD.

● A London manufacturer of roof racks and other automobile accessories seeks a license to produce and distribute in the U.K. products made of tubular steel, preferably those suitable for the automobile industry.

Established in 1964, the British company has 20 employees, plus 8 traveling salesmen calling on the automotive trade.

Write: Freeflow Ltd., Motor Accessories Division, 43 Museum St., London, W.C. 1, England. WTD.

Three British firms seek U.S. licensees

Products offered include tube joint system, drying units

Three British companies seek U.S. licensees to manufacture their products for the U.S. market.

The products include a roller bearing granulator for breaking down stone, a line of standard drying units and a tube joint system.

For additional information concerning these products and the names and addresses of the manufacturers, write the Office of International Investment, Code 874, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230. Reference should be made to the appropriate File number assigned each opportunity described below.

• A license to manufacture a complete line of standard drying units is offered by a British producer of gas and compressed air drying systems, utilizing the refrigeration principal.

The manufacturer says the units are compact, easy to install and designed for continuous automatic operation. In addition, there are no changeover valves to operate or chemicals to replace, and operating costs are claimed to be exceptionally low.

The units incorporate a capacity regulator which automatically balances the plant for any volume of flow and maintains a constant dew point temperature irrespective of flow. They vary in size from 50 C.F.M. to 12,000 C.F.M. with a price range from $600 to $13,000.

The firm notes that moisture collecting in compressed air lines is a constant cause of industrial down time and a hazard to efficient operation of pneumatic instrumentation, air tools and motors. This moisture in combination with dirt and oil in the air will shorten the working life of every item of equipment operated by compressed air. **File 1512.**

• A British firm specializing in the design, development and marketing of new products in wood, fiberboard and metal seeks a U.S. licensee to manufacture its patented tube joint system.

The system is intended for use in offices, shops, department stores, libraries, laboratories, stores, exhibitions and homes. Such structures as storage racks, bookcases, tables, desks, partitions, display cabinets and frames can be constructed, utilizing a minimum of tools.

The joints are said to be unique in offering the advantage of simple push in fittings, which can be securely bolted into tubes without visible sign of the method of attachment.

Design of the components is arranged so that complete access is provided to the screwhead of each tube arm, locking being carried out by using a standard screw driver in the normal manner. **File 1513.**

• A British manufacturer of stone crushing equipment seeks a U.S. licensee to produce its roller bearing granulator for breaking down granite, gravel and other stone for use as concrete or asphalt matrix.

The granulator is made in three sizes, 24″x6″, 32″x6″ and 42″x6″. The 42″x6″ size, which is claimed to be the largest jaw type granulator in the world, can produce 30 tons per hour of 3/4″ uniform cubical chips and 50 tons of 1½″ size chips an hour.

Extra efficiency of the granulator reportedly is due to heavy-duty self aligning roller bearings incorporated in its design. This not only reduces the power required to drive the machine, but greatly increases output.

Other advantages include jaw plates built from the toughest manganese steel and shafts ground to fine limits. Maintenance costs are low and replacement of parts is a simple operation, as the machine has no complex, hidden components. In addition, the granulator is very carefully balanced on the test bed, so that it runs steadily and is free from vibration. **File 1514.**

U.S. licensor sought by Australian firm

A licensing arrangement with a major U.S. manufacturer of wharf cranes and unloading equipment for ships is sought by a large Victoria producer of mechanical handling equipment. The Australian company is particularly interested in the latest equipment in the containerization field.

The firm markets its products throughout Australia and has branch offices in principal cities.

Write: Mechanical Handling Equipment Ltd., Anderson Road, Thornbury, Victoria, Australia. WTD.

Brazilian company wants U.S. license

Offers to produce metalworking machines of various types

A Sao Paulo manufacturer of presses, hammers and special heavy machinery seeks a license to make metalworking machines. It is interested in the production of eccentric presses, cold forging bolt and screw making machines, metal sheet shearing equipment, and general forging machines.

The Brazilian company produces several types of eccentric presses up to 350 tons, inclinable eccentric presses up to 100 tons and friction presses from 10 to 450 tons. It also manufactures a complete line of cold forging screw machines up to ½ inch, plus pneumatic, self-compressed, and drop hammers. Reportedly, the firm has modern facilities and manufactures quality products. The Sao Paulo concern has about 200 employees and claims gross annual sales of $1.2 million.

Production of metalworking machines in Brazil is increasing steadily although advanced types of machinery are still being imported, principally from Europe. A U.S. metalworking machinery manufacturer interested in entering the Brazilian market may wish to explore this licensing opportunity in greater detail.

To obtain additional information contact the Sao Paulo firm directly: Mecanica Grafica S.A., Caixa Postal 4279, Sao Paulo, Brazil. Attention: Mr. Friedrich Doerler. WTD.

Textile firm seeks license to make denim in Morocco

A Moroccan textile firm seeks a licensing or technical cooperation agreement with a U.S. manufacturer of blue denim.

The owner of the Moroccan firm is an engineer who has specialized in the textile industry and is part-owner of a weaving mill. He estimates that the firm could produce approximately 872,000 yards of blue denim a year. The production of blue denim would be for the domestic market as well as for export.

To obtain additional information **write:** Comptoir Industrial et Textile, 87 rue du Prince Moulay Abdallah, Casablanca, Morocco. Attention: Mr. Marc Benatar.

Three French firms seek U.S. licenses

Propose to make paints, industrial furnaces, gas meters, varnishes

Three French firms are interested in licensing agreements with U.S. companies for the manufacture of industrial furnaces, special paints and varnishes, and gas meters.

Additional information about these opportunities can be obtained by interested U.S. firms by writing directly to the French companies.

● A long established Paris manufacturer of electrical products seeks a license to produce continuous furnaces for the heat treatment of steels, alloys and nonferrous metals.

The French company makes electric industrial equipment, household appliances, electric motors, turbines and electric lighting equipment.

Established in 1885, the concern has approximately 8,370 employees, plus 98 salesmen. It reports 1965 sales of $121 million. The Paris company operates eight plants in France and has five subsidiaries.

Write: Compagnie Electro-Mecanique, 12 rue Portalis, Paris 8, France. WTD.

● This Paris manufacturer of all kinds of paints, varnishes and related products seeks a licensing agreement with a U.S. firm.

A division of the French company specializes in the production of anti-corrosive paints and coatings for the aircraft, electrical and electronic industries. It wants to make gold and platinum based paints for the electronics field and enameled varnishes for electrical wire, made of amides and imides class C.

The parent firm was established in 1929, has approximately 1,000 employees and reports annual sales of $35 million. Its special division, with 150 employees, had 1965 sales of $300,000.

Write: Societe des Peintures, Vernis et Encres d'Imprimerie Astral, Division Vernis Pyrolac, 3 rue Keppler, Paris 16, France. WTD.

● A leading manufacturer of water and electricity meters seeks licensing, cross licensing, and reverse licensing arrangements with U.S. firms to expand its line of products in the gas metering and control fields.

The French company is also predominant in the industrial measuring and remote control field. It already holds a number of U.S. patents and produces electronic control equipment under a licensing agreement with a U.S. firm.

Operating several plants in France and overseas, the Paris firm has about 10,000 production workers, plus other employees. It reports 1965 sales of over $70 million.

Write: Compagnie des Compteurs, 3 rue Dosne, Paris 16, France. Attention: Mr. Yollin. WTD.

Scottish firm seeks license to make air circuit breakers

A Scottish company wants to produce under license, air circuit breakers up to 600 volts, air circuit breakers up to 11 KV, and electronic batch counting and control equipment applicable to process control. The Scottish firm now manufactures motor control gear and switch gear for general industrial applications. Initially, the company is interested in a sales agency arrangement with an option to manufacture under license within a specified period.

Established in 1919, the firm employs 700 persons in processes involving sheet metal fabrication, heavy fabrication, stove enameling and assembly. Other facilities include machine shops, a foundry, an experimental workshop and a short circuit testing plant.

Sales offices are located in major British industrial cities with overseas distribution conducted through agencies.

For details **write:** The Wallacetown Engineering Co. Ltd., Viewfield Road, Ayr, Scotland. WTD.

Belgian firm wants license to make livestock feed

A Brussels producer of animal feed and supplements seeks a license to manufacture all kinds of livestock feed, supplements and concentrates. It has a monthly production capacity of 600 tons of concentrated feedstuff and 300 tons of artificial milk for calf feeding.

The Belgian concern has had considerable experience in this field and is reported to be adequately equipped to undertake additional production. In addition to marketing its products in Belgium, the firm has branch offices in France, Italy, Switzerland and Spain.

Interested U.S. feed manufacturers can obtain further information about this opportunity by contacting: Aliments Protector S.A., 222 Rue de Birmingham, Brussels 7, Belgium. Attention: Mr. H. Van Laer, Managing Director. WTD.

South African firm wants to make electric appliances

A Johannesburg manufacturer of steel furniture and shelving seeks a license to produce electric refrigerators, deep freezers, domestic dish washers and washing machines.

The South African firm was established in 1949 and has approximately 1,300 employees. It claims annual sales of around $4.2 million. The concern is a member of a large British group of companies with affiliates located in the U.S., U.K., Australia, Canada, and other countries. The group is engaged in the production of iron and steel, rolled steel and wire products, forgings and castings, fasteners, building supplies and engineering equipment.

To obtain complete information about this opportunity contact: G.K.N. Sankey (Pty) Ltd., Johannesburg, South Africa. WTD.

Canadian steel fabricator interested in arrangement

An Ontario firm, engaged in the fabrication and erection of structural steel, seeks to expand its business through a licensing or joint venture arrangement with a U.S. company.

The Canadian company is interested in making truck bodies and agricultural or mining equipment. Established in 1959, the concern has approximately 30 employees.

Write: Prepost Co. Ltd., Scarborough, Ontario, Canada. WTD.

Belgian firm wants license to manufacture pipes, tubes

A license to manufacture non-flexible plastic pipes and tubes for use in drainage and canalization systems is sought by a producer of clay pipes, tubes and fittings. The Belgian firm's annual production capacity is 6,000 tons.

Write: S. A. de Ceramique de Haine Saint Pierre, 9 Rue de la Poterie, Haine St., Pierre, Belgium. Attention: Mr. Joseph Monseu. WTD.

Belgian firm seeks venture

A medium sized manufacturer of small woodworking machinery seeks a joint venture. The firm's sales territory covers Belgium, Germany and the Netherlands. For further details **write:** Entreprises de Constructions Electriques et Mecanique "E.C.E.M.", 438 Chaussee de Louvain, Kortenberg-Brussels, Belgium. Attention: Mr. A. Paeps. WTD.

World Trade Opportunities Continued on page 51

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon reecipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

200 Food

NETHERLANDS—Food and foodstuffs, all kinds. Direct purchase and agency. Pieter Beets N.V. (importer, wholesaler, exporter, agent, transit trader), 21 Oeverstraat, Rotterdam. WTD 6/67.

201 Meat products

FRANCE—Frozen meats (beef, pork, mutton, and other kinds); meat choice cuts, and meat by-products; quick-frozen at low temperature quality meats (liver, tongues, other cuts) in institutional and consumer packages suitable for direct sale to retail food dealers and for catering to hotels, restaurants, institutions. Direct purchase and agency. Geladour (wholesale dealers), 6 Rue Aristide-Briand; 64-Bayonne, Basses-Pyrenees. WTD 9/19/66.

202 Dairy products

CYPRUS—Fresh butter, cheese, related products. Agency and direct purchase. Bellapais Suppliers Ltd. (manufacturers' agent, importer, distributor), P.O.B. 1872, Nicosia. WTD 6/67.

203 Canning, preserving foods

CYPRUS—Canned fruits and vegetables, preserves, jams and jellies, canned baby foods, canned fruit juices, frozen vegetables, frozen prepared foods. Direct purchase and agency. Bellapais Suppliers Ltd., (manufacturers' agent, importer, distributor), P.O.B. 1872, Nicosia. WTD 6/67.

FRANCE—Canned goods, all kinds: crab meat; canned fish; vegetables; canned fruits, fruit juices. Agency and distributorship services for France or section thereof, with good warehousing facilities for canned food products, including storage of bonded merchandise. Cofrimex, S.A. (dealers, sales agents), 106 Rue Belleville; 33- Bordeaux, Gironde. WTD 9/66.

Quick-frozen fish and fish-fillets; lobsters; shrimps; crab-meat; other seafood specialties, including shell-fish. Prepared and packed at low temperature in packages and containers suitable for sale to super-markets, hotels, institutions, retail food dealers; quick-frozen vegetable specialties. Direct purchase and agency. Geladour (wholesale dealer), 6 Rue Aristide-Briand; 64-Bayonne, Basses-Pyrenees. WTD 9/19/66.

204 Grain mill products

CYPRUS—Cereal preparations, milled rice, byproducts; prepared flour, flour mixes. Direct purchase and agency. Bellapais Suppliers Ltd. (manufacturers' agents, importer, distributor), P.O.B. 1872, Nicosia. WTD 6/67.

FRANCE—Rice (in bulk, and packaged), all grades and varieties, preferably clean rice of current, choice qualities. Direct purchase and agency. Samples, price quotations requested. Soules & Cie. (Ets.) (importer, wholesaler, agents), 22 Quai de la Monnaie; 33- Bordeaux-Gironde. WTD 11/28/66.

Italy cites supply needs for NATO tank project

The Italian Ministry of Foreign Affairs has announced project No. 16, valued at over $5 million, for which U.S. firms certified to participate in NATO International Competitive Bidding (ICB) are eligible.

Project 106 calls for the construction of underground POL tanks for "JP5" of 50,000 cubic meters capacity. The project includes electro-mechanical works. Total cost is estimated at 3.2 billion lira (lira 625 = U.S. $1.00). Requests for bidding invitations for project No. 106, including a completed, specially designated Italian govt. questionnaire, should be received by July 28, by the Ministero Difesa, Direzione Generale dei Lavori, Del Demanio e dei Materiali del Genio, Piazzale della Marina, Rome, Italy. A copy of the notice of intent and specially designated questionnaire, as well as information about becoming certified for NATO, is available from the Trade Opportunities Staff, BDSA-624, U.S. Dept. of Commerce, Washington, D.C. 20230 (Telephone: 202-WO 7-4674).

In lieu of the questionnaire, U.S. firms may respond by answering the following questions which are extracted verbatim from the Government's "Scheda Informativa" (Information Form). Answers must be drawn up in the Italian language. The questions are: Name of firm; address of firm; summary description of type of organization (private firm, corporation, etc.); indication of financial capacity (value of individual largest projects recently executed); short description of technical qualifications (nature of projects which applicant is specialized or equipped to execute)." The form must be signed and dated to be valid.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subisidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

207 Confectionery

NETHERLANDS—Confectionery, all kinds. Direct purchase and agency. Pieter Beets N.V. (importer, wholesaler, exporter, agent, transit trader), 21 Oeverstraat, Rotterdam. WTD 6/67.

208 Beverage industries

NETHERLANDS—Beverages, alcoholic and non-alcoholic, all kinds. Direct purchase and agency. Pieter Beets N.V. (importer, wholesaler, exporter, agent, transit trader), 21 Oeverstraat, Rotterdam. WTD 6/67.

209 Food preparations

NETHERLANDS—Food products, all kinds. Direct Purchase and agency. Pieter Beets N.V. (importer, wholesaler, exporter, agent, transit trader), 21 Oeverstraat, Rotterdam. WTD 6/67.

210 Tobacco manufacturers

NETHERLANDS—Tobacco, cigarettes, cigars, cut tobacco, snuff. Direct purchase and agency. Pieter Beets N.V. (importer, wholesaler, exporter, agent, transit trader), 21 Oeverstraat, Rotterdam. WTD 6/67.

221 Broad woven fabric mills, cotton

AUSTRALIA—Materials for women's fashions in plain, novelty weaves in both solid colors, prints; fabrics for curtains, draperies, upholstery in solid colors, prints. Direct purchase and agency. Ski International Pty., Ltd. (agent), 75 Clissold Rd., Wahroonga, N.S.W. WTD in preparation.

ENGLAND—Household textiles, sheets, pillowcases, towels, table napkins, placemats. Faupel Bros., Ltd. (importer), 67 Clerkenwell Rd., London, E.C. 1. WTD 6/13/67.

222 Broad woven fabric mills, manmade fiber, silk

AUSTRALIA—Synthetic fabrics for women's fashions in plain, novelty weaves in solid colors, prints; synthetic fabrics for curtains, draperies, upholstery in solid colors, prints. Direct purchase and agency. Ski International Pty., Ltd. (agent), 75 Clissold Rd., Wahroonga, N.S.W. WTD in preparation.

225 Knitting mills, products

AUSTRALIA—Cotton, synthetic fabrics, blends for women's fashions. Direct purchase and agency. Ski International Pty., Ltd. (agent), 75 Clissold Rd., Wahroonga, N.S.W. WTD in preparation.

239 Fabricated textiles products

THAILAND—Tents for military use. C.i.f. prices requested. Direct purchase and agency. Union Trading Import & Export, Ltd. Part. (importer, wholesaler), 4 Chalerm Khetr 2 Rd., Suanmali, Bangkok. WTD 5/67.

242 Sawmills, planing mills

FRANCE—Lumber and timber, Oregon; Douglas fir; pitchpine, other American varieties. Direct purchase and agency. Pierreisnard (Etablissements) (wholesaler), 202-208 Cours Saint-Louis; 33- Bordeaux, Gironde. WTD in preparation.

Rough, dressed and planed Oregon pine, hemlock. Requests replies in French. Boutry Barth & Cie. (importing wholesaler), 43, Rue Erckmann-Chatrian, 67 Strasbourg. WTD 6/67.

243 Millwork, veneer, plywood, prefabricated structural wood products

FRANCE—Wooden panels and plywood for use by cabinet makers, builders. Direct purchase and agency. Request replies in French. A. Dumartin, S.A. (importing wholesaler), Route de Metz, 57 Jouy-aux-Arches. WTD 6/67.

249 Wood products

FRANCE—Pressed wood fiber board panels for use by cabinet makers, builders. Direct purchase and agency. Request replies in French. A. Dumartin, S.A. (importing wholesaler), Route de Metz, 57 Jouy-aux-Arches. WTD 6/67.

NETHERLANDS—Special design table mats for giftware, novel beaded curtains. Direct purchase and agency for Europe. Carpa N.V. (importer, wholesaler), P.O. Box 1522, The Hague. WTD 8/19/66.

259 Furniture, fixtures

NETHERLANDS—Marine furniture. S. Joosten (importer), 14 Joan Muyskenweg, (P.O. Box 829), Amsterdam. WTD 12/9/66.

261 Pulp mills, products

NETHERLANDS—Sulfate and sulfite bleached, semibleached and unbleached wood pulp for sale to paper and rayon manufacturers, manufacturers of other viscose products. Direct purchase and exclusive agency representation for Benelux countries, W. Germany, Italy and France required. Pulpchemie N.V. (Attention: Mr. L. Schutterop) (sales agent, wholesaler, exporter), P.O. Box 7040, Amsterdam. WTD 6/14/67.

262 Paper mills, products

● **IRAN**—140 tons yellow and 70 tons white paper one side glossy and one side coarse in sheets measuring 52 x 90 cms and 45-72 cms respectively. Basis weight to be 60-65 grs. per sq. meter. Paper must also be watermarked with name of Iranian Tobacco Monopoly in Arabic spaced at interval of two centimeters lengthwise and crosswise. Tender No. 19811. Bid deadline Aug. 29. The tender announcement with specifications and conditions are available from the Forest Products Div., BDSA, Rm. 4003, U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-3003).

264 Converted paper, paperboard products

FRANCE—Filing accessories, index and tabulating cards, binders, covers, stationery, adhesive tape, other paper, paperboard products for office use. Direct purchase and agency. Requests replies in French or German. Pagros, S.A. (importing distributor), 12 Rue d'Ingersheim, 68 Colmar. WTD 6/67.

NETHERLANDS—Paper napkins decorated for special occasions, cocktail napkins, papier mache giftware for advertising purposes. Direct purchase and agency for Europe. Carpa N.V. (importer, wholesaler), P.O. Box 1522, The Hague. WTD 8/19/66.

THAILAND—Transparent cellophane paper, moisture proof, 30" x 33". C.i.f. prices, samples requested. Direct purchase and agency. Rojanakit Ltd., Ptnrshp. (importer, wholesaler), 1065 Songwad Rd., Bangkok. WTD 10/17/66.

265 Paperboard containers, boxes

NETHERLANDS—Folding and set-up type paperboard giftware boxes for retail use. Direct purchase and agency for Europe. Carpa N.V. (importer, wholesaler), P.O. Box 1522, The Hague. WTD 8/19/66.

266 Building paper, building board mills

TRINIDAD, W.I.—All sizes and types of hardboard, wallboard. Direct purchase and agency. Alstons, Ltd., Industrial Sales Dept. (importers, retailers, wholesalers, agents, manufacturers, exporters), 32 South Quay, Port of Spain. WTD 9/28/65.

281 Industrial chemicals

ITALY—Pure neon gas. MICROLUX di Ing. Cesare Gallone (manufacturer), Via Silvio Pellico 25, Settimo Milanese (Milan). WTD in preparation.

NETHERLANDS—Inorganic and organic chemicals in bulk for paper, pulp, chemical and textile industries. Direct purchase and exclusive agency representation for the Benelux countries, W. Germany, Italy, France, Norway, Sweden and Finland required. Pulpchemie N.V. (Attention: Mr. L. Schutterop) (sales agent, wholesaler, exporter), P.O. Box 7040, Amsterdam. WTD 6/14/67.

307 Plastic products

BELGIUM—Plastic pipes and tubes for draining and canalization. Agency and direct purchase. Ceramique de Haine-St-Pierre (manufacturer, exporter), 9 Rue de la Poterie, Haine-St-Pierre. WTD 6/15/67.

FRANCE—Roofing, flooring, drainage and other plastic building materials. Direct purchase and agency. Requests replies in French. A. Dumartin, S.A. (importing wholesaler), Route de Metz, 57 Jouy-aux-Arches. WTD. 6/67.

317 Handbags, personal leather goods

NETHERLANDS—Unusual design key cases for company giftware. Direct purchase and agency for Europe. Carpa N.V. (importer, wholesaler), P.O. Box 1522, The Hague. WTD 8/19/66.

321 Flat glass

AUSTRALIA—Safety laminated and tempered glass for use in automobiles. Direct purchase and agency. K. Lederman Pty., Ltd. (sales agent), 80 Market St., Sydney. WTD 6/67.

322 Glass, glassware

AUSTRALIA—Shatter-proof, shatter-resistant table glassware. Direct purchase and agency. K. Lederman Pty., Ltd. (sales agent), 80 Market St., Sydney. WTD 6/67.

HONG KONG—Glass tableware and ovenware, heat-resistant. Pacific Knitwear Co., Ltd. (importer, wholesaler, exporter), P.O. Box 1939. Cable: HKPACIFIC. WTD 3/14/67.

NETHERLANDS—Novelty drinking glasses, novel design paperweights, other company and advertising gifts. Direct purchase and agency for Europe. Carpa N.V. (importer, wholesaler), P.O. Box 1522, The Hague. WTD 8/19/66.

TRINIDAD, W.I.—Vacuum sealed one lb. glass jars with flat ring opening of 63 mm., plus caps to fit jars. Matouk & Co. (T'dad), Ltd. (importers, exporters, retailers, whole-

salers), 69 Queen St., Port of Spain. WTD 4/12/66.

323 Glass products

AUSTRALIA—Windshields, other glass, both safety (laminated) and tempered, for late-model, American made automobiles. Direct purchase and agency. K. Lederman Pty., Ltd. (sales agent), 80 Market St., Sydney. WTD 6/67.

325 Structural clay products

HONG KONG—Heat-resistant porcelain wares. Pacific Knitwear Co., Ltd. (importer, wholesaler, exporter), P.O. Box 1939. Cable: HKPACIFIC. WTD 3/14/67.

326 Pottery, related products

FRANCE—Vitreous and semi-vitreous china table and kitchen table ware, glassware, related articles for preparing, serving foods, beverages, for hotels, restaurants, institutions. Direct purchase and agency. Request replies in French. Comptoir Ceramique du Sud-Ouest (Couthenx Freres) (dealers), 51bis Rue Poyenne; 33- Bordeaux, Gironde. WTD 6/67.

332 Iron, steel foundries

TRINIDAD, W.I.—Malleable pipe fittings, low pressure pipe fittings and unions applicable to oil industry. Direct purchase and agency. H. J. Gransaull & Co., Ltd. (importers, wholesalers, agents), Box 98, San Fernando, Trinidad, W.I. WTD 6/67.

342 Cutlery, hand tools, general hardware

FRANCE—Paint scrapers. Request replies in French. Etablissements Paul Walton-Demol (manufacturer, dealer), "La Tuilerie" 89 l'Isle-sur-Serein. WTD 3/67.

NETHERLANDS—Special handtools for agricultural, horticultural use. S. Joosten N.V. (importer), 14 Joan Muyskenweg, (P.O. Box 829), Amsterdam. WTD 12/9/66.

Marine supplies, hardware for pleasure craft. S. Joosten N.V. (importer), 14 Joan Muyskenweg, (P.O. Box 829), Amsterdam. WTD 12/9/66.

THAILAND—Full line builders' hand tools. C.i.f. prices, catalogs requested. Direct purchase and agency Union Trading Import & Export, Ltd. Part. (importer, wholesaler), 4 Chalerm Khetr 2 Rd., Suan Mali, Bangkok. WTD 5/67.

343 Heating apparatus, plumbing fixtures

THAILAND—Stoves for miliatry use, c.i.f. prices, catalog requested. Direct purchase and agency. Union Trading Import & Export, Ltd. Part. (importer, wholesaler), 4 Chalerm Khetr Rd. 2, Suanmali, Bangkok. WTD 5/67.

349 Fabricated metal products

NETHERLANDS—Equipment and supplies for camping sector, including special stoves, heaters, tools. S. Joosten (importer), 14 Joan Muyskenweg, (P.O. Box 829), Amsterdam. WTD 12/9/66.

Novel company gifts such as ash trays for cigarettes and pipes, novel letter racks, unusual book-ends, desk-kitchen and bar gadgets, snack sets and serving accessories, self regulating plant waterer, novel design money banks, wine racks, unusual flower holders, other advertising products, premium giftware. Direct purchase and agency for Europe. Carpa N.V. (importer, wholesaler), P.O. Box 1522, The Hague. WTD 8/19/66.

351 Engines, turbines

THAILAND—Complete line of spare parts for "G.M." diesel engines. C.i.f. prices requested. Direct purchase and agency. Hiap Hong Co. Ltd. (importer, wholesaler), 47 Nakorn Kasem Rd., Bangkok. WTD in preparation.

352 Farm machinery

NETHERLANDS—Light agricultural and horticultural machinery equipment. S. Joosten N.V. (importer), 14 Joan Muyskenweg, (P.O. Box 829), Amsterdam. WTD 12/9/66.

YUGOSLAVIA—Sugar beet harvester, three or four row, combine type. Requests replies in German. PIK Sombor (agricultural producer), Mr. Branko Jovanovic, Dir. General, Sombor. WTD in preparation.

Automatic feeding and stall cleaning equipment for hogs, dairy cattle. Requests replies in German. PIK Sombor (agricultural producer), Mr. Branko Jovanovic, Dir. General, Sombor. WTD in preparation.

Automatic milking, milk handling equipment. Requests replies in German. PIK Sombor (agricultural producer), Mr. Branko Jovanovic, Dir. General, Sombor. WTD in preparation.

Drying and milling equipment for alfalfa (lucerne)—"cool drying" process preferred to preserve nutritional value. Requests replies in German. PIK Sombor (agricultural producer), Mr. Branko Jovanovic, Dir. General, Sombor. WTD in preparation.

353 Construction, mining, materials handling machinery, equipment

BARBADOS—Earth moving equipment such as bulldozers, drag lines, power shovels. Ellis Skelton, Inc. (construction firm), Roadtown, Tortola. WTD in preparation.

● **BURMA**—Four concrete handling buckets, 1 cu. yd. minimum, maximum weight of bucket empty not more than 900 lb. Tender No. 8/Const-ESB/66-67, No. 3393/PA-2/NGA-18; bid deadline Aug. 10. Controller of Stores, Central Stores Dept., Electricity Supply Board, Ahlone/Strand Road, Rangoon.★ (Telephone: 202-WO 7-5566).

● **GREECE**—Approximately 10 heavy duty and 20 extra heavy duty land levelers, cutting width 14 feet minimum, tractor drawn. Tender No. 520; bid deadline July 29. Ministry of Agriculture, General Directorate of Agriculture. Land Reclamation Service, 60 Kolokotroni St., Athens.★ (Telephone: 202-WO 7-5566).

● **INDIA**—Global inquiry for one mobile mounted crane, diesel powered, capacity with 80 ft. boom and 20 ft. radius, 31,000 lb.; one mobile mounted crane, diesel powered, capacity with 60 ft. boom and 16 ft. radius, 14,000 lb. Tender No. P/201/26/485 and 201/26/354; bid deadline Aug. 10. Tender fee $1.50 each, not refundable. Tender documents available from India Supply Mission, Washington, D.C. 20008. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi.

TURKEY—Pumps for moving concrete to construction sites; other types of labor saving equipment used in construction industry. K. Malhas Halefi Ara Malhas (distributor), Kurekciler Cad. 23-7 Galata, Istanbul. WTD in preparation.

354 Metalworking machinery

NETHERLANDS—Hand and small power tools for sale to hardware stores for do-it-yourself and handymen sectors, including ¼" drills, sanders, sabre saws, grinders, polishers. S. Joosten N.V. (importer), 14 Joan Muyskenweg (P.O. Box 829), Amsterdam. WTD 12/9/66.

355 Special industry machinery

FRANCE—Woodworking machinery, attachments, accessories, and tools, such as jointers; planers; lathes; mortisers, portable machines of new types for artisan workers, industrial uses; sawmill machinery, including cut-off type chainsaws, electric or gasoline-powered, portable, other categories. Direct purchase and agency . Beugniot-Browny, (Etablissements) (dealers), 14bis Rue du Petit-Goave; 33-Bordeaux, Gironde. WTD 5/67.

LEBANON—Machinery and materials for packaging candy, macaroni, other food products. Direct purchase and agency. Ets. T. A. Obegi (importer, commission merchant), Bechara Khoury St., P.O. Box 4669, Beirut. WTD 6/67.

Automatic bakery machinery and equipment for making Arabic/Lebanese bread; capacity: one and one half tons per hour. Saad Co. (importer, retailer, wholesaler, commission merchant), P.O. Box 8, Bechara Khoury St., Beirut. WTD 6/67.

Machinery, equipment for paper, pulp and textile industries. Direct purchase and exclusive agency representation for Benelux countries, W. Germany, Italy, France, Norway, Sweden and Finland required. Pulpchemie N.V. (Attention; Mr. L. Schutterop) (sales agent, wholesaler, exporter), P.O. Box 7040, Amsterdam. WTD 6/14/67.

SWEDEN—Machines, equipment for meat industry; choppers, slicers. Direct purchase and agency. Bernos Forsaljnings AB (manufacturer, exporter), Hallvagen 13, Johanneshov. WTD 6/13/67.

356 General industrial machinery

LEBANON—Packaging, wrapping machinery, materials for pharmaceuticals. Direct purchase and agency. Ets. T. A. Obegi (importer, commission merchant), Bechara Khoury St., P.O. Box 4669, Beirut. WTD 6/67.

357 Office, computing, accounting machines

● **TURKEY**—Supply of equipment to supplement capacities of existing equipment, including one each of sequence arranging machine, callator, tape-to-card transcriber, numerical controller; two each of alphanumerical punching machines, numerical punching machines; alphanumerical punching control machines. Bid deadline July 31. Submitted by Tapu ve Kadastro Genel Mudurlugu, Ankara. (Land Survey and Registry Administration.) Tender documents in English available, at $8.50 per set, from Modern Translation Bureau, Karanfil Sokak 49/1, Yenisehir, Ankara, Turkey.

358 Service industry machines

LEBANON—Coin operated vending machines for hot sandwiches. Saad Co. (importer, retailer, wholesaler, commission merchant), P.O. Box 8, Bechara Khoury St., Beirut. WTD 6/67.

361 Electric transmission, distribution equipment

FRANCE—Oscilloscopes, generators, voltmeters, electronic control equipment. Direct purchase and agency. Centrad S.A. (manufacturer, agent), 59 Ave. des Romains, 74 Annecy (Haute-Savoie). WTD 6/21/67.

● **GREECE**—Supply of 110,000 single-phase, 2-wire integrating watthour meters, for use on a.c. 220 v., 50 cycle. Tender No. DED-1156/C-3, bid deadline July 25. Estimated value: $500,000. Public Power Corp. (DEH), 30 Chalkokondyli St., Athens 102. Attention: Purchasing Dept.★ (Telephone: 202-WO 7-2939).

362 Electrical industrial apparatus

● **CEYLON**—Supply, erect, install and commission a diesel generator of not less than 100 kva rating and accessories, including a tropical capacity cooking radiator, recommended spares for 10,000 hours running time and tools necessary for maintenance. Tender No. S.K. 627, bid deadline Aug. 31. Excise Dept., Ministry of Home Affairs, Colombo.

Tender documents are available from the Ceylon Embassy, 2148 Wyoming Ave., N.W., Washington, D.C. 20008.★ (Telephone: 202-WO 7-4241).

● **GREECE**—Supply of 28 load dispatching supervisory control systems for 22/6.6 kv substations comprising central control cubicle, substation cubicle with miniature wall control diagram and all necessary supervisory relays, selector switches, indication panel lamps, control desk keys, meter equipment for the control back indication, and remote metering. Tender No. PAP/2557, bid deadline Aug. 3. Purchasing Dept., Public Power Corp., Athens-Piraeus Div., 83-85 Academias St., Athens.★ (Telephone: 202-WO 7-4241).

● Supply 350 of three phase distribution transformers, voltage ratio 15000/400 volts, 50 cycles, complete with insulating oil and fittings: 225 each, 15 KVA; 25 each 15 KVA; 90 each 25 KVA; and 10 each 25 KVA. Also supply 81 porcelain bushings and 9 tap changers. Tender No. DED-1243/I/A2, bid deadline Aug. 7. Purchasing Dept., Public Power Corp., 30 Chalkokondyli St., Athens.★ (Telephone: 202-WO 7-4241).

● **INDIA**—Design and supply power and instrument transformers, lightning arrestors and power line carrier current equipment for proposed 220 interlinking sub-station of the Indraprastha Power Station. Extension Project. Tender No. C.Ext./E.II/20/(Elect. II). Bid deadline 8/10/67. Delhi Electric Supply Undertaking, Indraprastha Power Station Extension Project, I.P. Estate, Ring Rd., New Delhi. Tender documents are available at the above address at $10.00 per set.

● **THAILAND**—Supply of 25, 500 kva transformers, distribution secondary network type, oil filled, 12,000 volt (delta connected) 416 y/240 volt, 3 phase, 50 cycles for installation in vaults or on overhead platform. Tender No. MEA-PSD-081, bid deadline Aug. 1. Financing and Accounting Section, Metropolitan Electricity Authority, Chakrapetch Rd., Bangkok. Tender documents are available from the above address at $4.50 per set.★ (Telephone: 202-WO 7-4241).

● Supply two sets of 69 kv oil circuit breakers, bulk-oil type, continuous current rating 1,200 amperes with 2,500 mva, 3 phase interrupting capacity. Tender No. MEA-PSD-082, bid deadline Aug. 4. Accounting and Financing Div., Metropolitan Electricity Authority, Chakrapetch Rd., Bangkok.★ (Telephone: 202-WO 7-4241).

363 Household appliances

FRANCE—Single or multiple needle sewing machines, for manufacture of ready-made clothing. Direct purchase and agency. Manufacture de la Nation "Capricorne" (importer, dealer, manufacturer), 15 Rue Martel, Paris, 10e. WTD 2/67.

JAPAN—Gas-fired water heaters, polyester bath tubs, room coolers, household boilers. Direct purchase and agency. Nihon Kogyo Shizai Co., Ltd. (manufacturer, wholesaler, importer), Mitsui Bldg., 2-1 Muromachi, Nihonbashi, Chuo-ku, Tokyo. WTD in preparation.

TRINIDAD, W.I.—Machinery for manufacturing handkerchiefs, sewing machines, cutting machines, pressing machines. Smith & Alfred Co. (importers, wholesalers, retailers), 93 Charlotte St., Port of Spain. WTD 6/67.

367 Electronic components, accessories

JAPAN—Electronic components and materials, permalloy, magnet, small transformer, spring materials, rare and new metals of electronic grade. Direct purchase and agency. Nihon Kogyo Shizai Co., Ltd. (manufacturer, wholesaler, importer), Mitsui Bldg., 2-1 Muromachi, Nihonbashi, Chuo-ku, Tokyo. WTD in preparation.

372 Aircraft, parts

FRANCE—Aircraft equipment, components, replacement and spare parts, accessories and supplies for all types designed for utilization on light-duty passenger airplanes (300 hp, or less). Direct purchase and agency. Comptoir de Fournitures Aeronautiques (dealers), Boite Postale No. 75—Route de Monfort; 40-Dax, Landes. WTD 9/29/66.

373 Ship building, repairing

NETHERLANDS—Pleasure craft, such as motorboats, sailboats. S. Joosten N.V. (importer), 14 Joan Muyskenweg, (P.O. Box 829), Amsterdam. WTD 12/9/66.

381 Engineering, laboratory, scientific, research instruments

NETHERLANDS—Navigational equipment for pleasure craft. S. Joosten N.V. (importer), 14 Joan Muyskenweg, (P.O. Box 829), Amsterdam. WTD 12/9/66.

382 Instruments for measuring, controlling, indicating physical characteristics

● **IRAN**—Supply of 50 sets of gas-oil meters of various strength and capacity. Tender No. 244/46, bid deadline Aug. 22. Iranian State Railways, Tehran.★ (Telephone: 202-WO 7-2939).

NETHERLANDS—Inexpensive beer, beverage and other thermometers, barometers, novelty compasses for advertising, company gifts. Direct purchase and agency for Europe. Carpa N.V. (importer, wholesaler), P.O. Box 1522, The Hague. WTD 8/19/66.

● **TURKEY**—Supply of 38 tachometers, 25x magnification, fixed ratio 100, 10 km. range; two stereo-evaluation instruments, occular magnification 6-8.5x, up to 23 x 23 cm. size films, f: 98-222 mm. adjustable. Bid deadline July 31. Submitted by Tapu ve Kadastro Genel Mudurlugu, Ankara. (Land Survey and Registry Administration.) Tender documents available, at $4 per set, from Modern Translation Bureau, Karanfil Sokak 49/1, Yenisehir, Ankara Turkey.

384 Surgical, medical, dental instruments

IRAN—Surgical, medical, hospital instruments, supplies. Direct purchase and agency. Afarin Co. (importers), 11 Shahin Ave., Amir-Akram, Tehran. WTD 6/15/67.

386 Photographic equipment

● **GREECE**—Supply of 3,000 motion picture projectors, 16 mm., with optical and magnetic sound, for both sound and silent film, of two speeds (16 and 24 pictures per second), suitable for alternative current of 50 cycles and for both 220 and 110 voltage. Bid deadline not determined. Estimated value: $1,000,000. School Bldgs. Org. (OSK), 14-16 Fidiou St., Athens.★ (Telephone: 202-WO 7-2939).

394 Toys, amusement, sporting goods

GERMANY—All types of toys made of wood, metal, plastics, structural toy sets, toy and hobby models (boats, airplanes.) Direct purchase and agency. Theophil Bausch (wholesaler), 7 Stuttgart 1, Alexanderstrasse 94. WTD 6/67.

NETHERLANDS—Novelty gift items such as card shufflers, inexpensive gift accessories for outdoor sports such as fishing. Direct purchase and agency for Europe. Carpa N.V. (importer, wholesaler), P.O. Box 1522, The Hague. WTD 8/19/66.

SWEDEN—Hobby articles such as planes, boats, railroads, slot racing, engines, accessories. Direct purchase and agency. Wentzels Hobby, AB (importer, exporter, wholesaler, retailer, manufacturer, sales agent), Master Samuelsgatan 65, Stockholm. WTD 6/2/67.

396 Costume jewelry, novelties, buttons, notions

GERMANY—Crude duck feathers. Requests price quotations c.i.f. Hamburg or Bremen. Direct purchase and agency. Requests replies in German. A. Wahrendorf GmbH. (importer, wholesaler, sales agent, exporter), 136a Krefelder Strasse, 4005 Buederich bei Duesseldorf. WTD 6/20/67.

398 Miscellaneous manufacturing

NETHERLANDS—Unusual design candles for company and advertising gifts, novel gas lighters, desk gadgets, decorative matches, novel design lamp shades. Direct purchase and agency for Europe. Carpa N.V. (importer, wholesaler), P.O. Box 1522, The Hague. WTD 8/19/66.

399 Manufacturing industries

BELGIUM—Novelties, articles for dime stores, all kinds, cheap. Ghislain de Behault (importer, distributor), 51 Rue d'Arlon, Brussels 4. WTD 6/19/67.

509 Wholesalers

PHILIPPINES—Steel and copper sheets,

black iron pipes, valves, fittings. Mr. Reynaldo A. Concepcion, Executive Vice President, Concepcion Industries, Inc. (manufacturer), 308 Buendia Extension, Makati, Rizal; Box 258, Commercial Center, Makati, Rizal. WTD 12/2/66.

TAIWAN—Waste paper; old newspaper, used or un-used kraft paper bags, containers or cuttings. Direct purchase and agency. Tung Ning Development Co., Ltd. (importer, agent), P.O. Box 3299, Taipei. WTD 12/14/66.

Brazil asks for bids on power plant project

Companhia Central Brasileira De Forca Eletrica a subsidiary of the Brazilian Government owned holding company, Centrais Eletricas Brasileiras, is inviting interested firms to submit qualification documents for bidding on the construction of the Mascarenhas Hydroelectric plant on the Rio Doce, in the State of Espirito Santo.

Highlights of the project are as follows: Gravity type concrete dam approximately 560 meters long to be built in two stages, requiring earth embankment and rock fill, for the installation of four 38.500 kw generating units. Estimated volume of concrete is 175,000m³. Estimated volume of required earth and rock excavation is of 400,000m³.

Foreign firms interested in participating in this project are required to seek a joint venture with a Brazilian firm, and only those firms or associations of firms which have submitted qualifying documents and which are considered capable of performing the project will be invited to bid on the construction.

A document in Portuguese containing a description of the project and instructions for submitting prequalification statements is available on a loan basis from the Building Materials and Construction Industries Division, BDSA, U.S., Department of Commerce, Room 4014, Washington, D.C. (Telephone: 202-WO 7-4272). Prequalification statements must be submitted by July 17, to the offices of Engevis-Tams, Av. Presidente Vargas 502, 6th floor, Rio de Janeiro, Brazil GB.

Malaysia issues tender for television equipment

Dir.-Gen., Telecommunications Dept., Govt. of Malaysia has issued Tender for the supply of vhf/uhf equipment for a multi-channel Telephone system.

Bid deadline is 10 a.m., Aug. 10.

Bid should offer vhf/uhf radio link equipment in the 406 to 470 mhz band 36 to 60 channels, in the 140 to 180 mhz band for 12 to 48 channels. In the 68 to 90 mhz band for 12 to 24 channels. Solid state equipment is preferred. Initial requirements are for about seven complete systems.

Copies of tender announcement and specifications are available from the Dir.-Gen., Telecommunications Dept., Govt. of Malaysia, Kuala Lumpur or on a short-term loan basis to firms located in the U.S. from the Electronics Div., BDSA-658, Rm. 4125, U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

204 Grain mill products

BELGIUM—Supplements for livestock feed. Agency for Belgium, other European countries. Aliments Protector S.A. (manufacturer, exporter), 222 Rue de Birmingham, Brussels 7. WTD 6/15/67.

ITALY—Feed supplements. DOX-AL (manufacturer, representative), Viale Beatrice d'Este 4, Milan. WTD in preparation.

259 Furniture, fixtures

THAILAND—Venetian blinds. C.i.f. quotation, catalogs requested. Bangkok House Furnishing Corp. Ltd. (importer, exporter, wholesaler), 1007-1015 Silom Rd., Bangkok. WTD 6/13/67.

283 Drugs

BELGIUM—Vitamins for animals. Agency for Belgium, other European countries. Aliments Protector S.A. (manufacturer, exporter), 222 Rue de Birmingham, Brussels 7. WTD 6/15/67.

Antibiotics for animal feeds. Agency for Belgium, other European countries. Aliments Protector S.A. (manufacturer, exporter), 222 Rue de Birmingham, Brussels 7. WTD 6/15/67.

ITALY—Vitamins, antibiotics for feed industry. DOX-AL (manufacturer, representative), Viale Beatrice d'Este 4, Milan. WTD in preparation.

287 Agricultural chemicals

FRANCE—Fertilizers, agricultural chemicals, related products, including insecticides, fungicides. Consortium Commercial Europeen (sales agent), 5 Rue Roumiguiere; 31- Toulouse, Haute-Garonne. WTD in preparation.

301 Tires, tubes

LEBANON—Tires, inner tubes. SODICAR (importer, wholesaler, retailer), Al-Arz St., Obeid Bldg., Beirut. WTD 3/67.

307 Plastic products

BELGIUM—Special packing for bottle export to avoid breakage. Agency for Benelux. Socomex (agent), 36 Avenue du Houx, Brussels. WTD 6/15/67.

314 Footwear, except rubber

NETHERLANDS—Industrial protective footwear Groeneveld-Dordrecht N.V. (importer, manufacturer, exporter, wholesaler, agent), 9 Mijlweg, or P.O. Box 86, Dordrecht. WTD 6/67.

342 Cutlery, hand tools, general hardware

BELGIUM—Marine hardware. Agency for Benelux. Socomex (agent), 36 Avenue du Houx, Brussels. WTD 6/15/67.

343 Heating apparatus, plumbing fixtures

★★ **BRAZIL**—Fired heaters: represent in licensing for manufacture in Brazil. A. Frey Ltda. (representative), Av. Brigadeiro Luiz Antonio 2050, 7 andar, s/75, Sao Paulo. WTD 5/67. TM-40.

344 Fabricated structural metal products

AUSTRALIA—Irrigation equipment. Moffat-Virtue, Ltd. (importer, wholesaler, manufacturer), Epsom Rd., Rosebery, N.S.W. WTD 10/7/66.

Tankers for distribution of anhydrous ammonia as fertilizer. Moffat-Virtue Ltd. (importer, wholesaler, manufacturer), Epsom Rd., Rosebery, N.S.W. WTD 10/7/66.

349 Fabricated metal products

AUSTRALIA—Couplings for use with irrigation systems. Moffat-Virtue, Ltd. (importer, wholesaler, manufacturer), Epsom Rd., Rosebery, N.S.W. WTD 10/7/66.

THAILAND—Small safes, fire resistant file boxes. C.i.f. Bangkok prices, illustrated materials requested. Bangkok House Furnishing Corp. Ltd. (importer, exporter, wholesaler), 1007-1015 Silom Rd., Bangkok. WTD 6/13/66.

351 Engines, turbines

AUSTRALIA—Gasoline engines, air-cooled, from one to ten hp, suitable for rural use. Moffat-Virtue Ltd. (importer, wholesaler, manufacturer), Epsom Rd., Rosebery, N.S.W. WTD 10/7/66.

352 Farm machinery

AUSTRALIA—Fertilizer conveyors and spreaders; hammer grain-drying equipment; self-feed systems for livestock; water pressure systems for livestock; milking machines, general dairy equipment. Moffat-Virtue, Ltd. (importer, wholesaler, manufacturer), Epsom Rd., Rosebery, N.S.W. WTD 10/7/66.

354 Metalworkng machinery

BELGIUM—"Do-it-yourself" tools. Agency for Benelux. Socomex (agent), 36 Avenue du Houx, Brussels. WTD 6/15/67.

355 Special industry machinery

BELGIUM—Bottle washers and sterlizers. Agency for Benelux. Socomex (agent), 36 Avenue du Houx, Brussels. WTD 6/15/67.

356 General industrial machinery

AUSTRALIA—Pumps for use with irrigation systems. Moffat-Virtue, Ltd. (importer, wholesaler, manufacturer), Epsom Rd., Rosebery, N.S.W. WTD 10/7/66.

Pump units for vehicles, mobile cranes, fork lift trucks; hydraulic equipment for conveying, hoisting systems, devices. Requests price quotations c.i.f. Hamburg or Bremen. Requests replies in Germany. Zangen & Co. (manufacturers' agent), 36 Alexander Strasse, 4 Duesseldorf. WTD 6/21/67.

361 Electric transmission, distribution equipment

ITALY—Solid state, gas and ruby lasers;

digital voltmeters; signal and impulse generators. SELO (representative), Via G. di Vittorio 307, Sesto S. Giovanni (Milano). WTD 4/67.

363 Household appliances

LEBANON—General household appliances. SODICAR (importer, wholesaler, retailer), A1-Arz St., Obeid Bldg., Beirut. WTD 3/67.

365 Radio, television receiving sets

DENMARK—Phonograph records of all types. Conadam Records (importer, agent, distributor), 14B, Fiolstraede, Copenhagen K. WTD 6/67.

366 Communication equipment

PERU—Radio transmitters, receivers, single side ban, vhf, frequency modulated. Comercial Pacifico S. A. (sales representative), Av. Wilson 732, of.201, Apartado 2086, Lima. WTD 8/23/66.

367 Electronic component, accessories

SWEDEN—Microelectronics, especially monolithic integrated circuits. Retab (manufacturer, sales agent), Box 932, Lidingo 9. WTD 4/27/66.

371 Motor vehicles, motor vehicle equipment

LEBANON—Automobiles, trucks. SODICAR (importer, wholesaler, retailer), A1-Arz St., Obeid Bldg., Beirut. WTD 3/67.

373 Ship building, repairing

BELGIUM—Boats, all types, including prefabricated kits. Agency for Benelux. Socomex (agent), 36 Avenue du Houx, Brussels. WTD 6/15/67.

384 Surgical, medical, dental instruments

ITALY—Medical diagnostic apparatus (thermographic type); gamma chambers for medical diagnosis through radio isotopes; automatic analysers (for analysis of biological samples in hospital). Ultrasonic therapy machines. SELO—Societa' Elettronica Lombarda (representative), Via G. di Vittorio 307, Sesto S. Giovanni (Milano). WTD 4/67.

NETHERLANDS—Personal industrial safety equipment, f.e. respiratory masks, eye and face protection devices, safety helmets, protective clothing, gloves, first aid kits. Groeneveld-Dordrecht N.V. (importer, manufacturer, exporter, wholesaler, agent), 9 Mijlweg, or P.O. Box 86, Dordrecht. WTD 6/67.

385 Ophthalmic goods

NETHERLANDS—Protective goggles, spectacles, eye protectors, sunglare glasses. Groeneveld-Dordrecht N.V. (importer, manufacturer, exporter, wholesaler, agent), 9 Mijlweg, or P.O. Box 86, Dordrecht. WTD 6/67.

393 Musical instruments, parts

THAILAND—Full line of musical instruments, accessories such as electrical amplifiers. C.i.f. prices, catalogs requested. Exclusive agency. Beh Ngiep Seng Ltd., Part. (importer, wholesaler, retailer), 110 Nakorn Kasem, Bangkok. WTD 6/67.

399 Manufacturing industries

FRANCE—Smokers' requisites and smoking accessories; novelties and fancy articles of all categories, including giftware, curio items, souvenirs. Requests replies in French. Arrambide, Jean-Pierre (sales agent), Rue de la Chapelle; 64- Bidart, Basses-Pyrenees. WTD in preparation.

Latest facial restoration apparatus. Thermobelle (manufacturer, exporter, wholesaler, retailer), 11 bis, Rue Hegesippe Moreau, Paris, 18e. WTD 2/67.

New Trade Lists

The Bureau of International Commerce has published the following Trade Lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1.00 per list for each country. All are dated June.

Architects, Builders, Contractors and Engineers—Iran.

Boots and Shoes—Importers and Dealers—Netherlands Antilles.

Oils (Animal, Fish and Vegetable)—Importers, Dealers, Producers, Refiners, and Exporters—Federal Republic of Germany and West Berlin.

Metallurgical and Metal Working Plants—India.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Building Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Building, 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 US. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 752-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W.VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO. 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO. 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER. COLO., 80202, 16419 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06102, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel 588-977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg. 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 1001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. 563-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P.R., 00907, Room 628, 605 Condado Ave. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

Leads for Importers

Commodities are offered direct unless specified

074 Hunting, trapping, game propagation

DOMINICAN REPUBLIC—Live flamingoes, other birds; live iguanas and salt water fish. G. Neuhauser (Agencia Industrial) (commission agent), P.O. Box 640, Santo Domingo. WTD 6/67.

149 Nonmetallic minerals

AUSTRALIA—Black opals, faced, from Lightning Ridge, sold per carat; rough opals, Andamoopa, rough and small stones, sold per troy ounce; solic cut opals, sold per carat; opal doublets, sold per piece. Inquiries should specify price range of types desired. R. W. A. Norgard & Co. (exporter), 76 Clarence St., Sydney, N.S.W. WTD 6/67.

243 Millwork, veneer, plywood, prefabricated structural wood products

FRANCE—Plywood panels (B/BB quality; Okoume); in standard sizes from 3 to 25 millimeters. Bois Africains Contreplaques (manufacturer, wholesaler, exporter), 185 Avenue du Professeur-Bergonie; 33- Begles, Gironde. WTD 11/18/66.

244 Wooden containers

FRANCE—Wooden casks and tight barrels for shipment, storage of wine, rum, whiskey, other alcoholic beverages, suitable for overseas transportation of merchandise; capacity from 200 to 600 liters (from 53 to 159 gallons, approximately). Fabre & Fils (Societe Louis), (manufacturers, dealers), 61-64 Quai de Paludate; 33- Bordeaux, Gironde. WTD 6/67.

264 Converted paper, paperboard products

FRANCE—Packaging and wrapping material, paper bag specialties suitable for food and pharmaceutical industries (plain, or printed, cellophane, pliofilm, aluminum, other categories; fancy and standard types; principally consumer size bags for butter, cheese, chips, fresh cream, other flexible bags, transparent, with name of product, trade mark printed in various colors. Samples of paper bags available on loan from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Dept. of Commerce, Washington, D.C. 20230. Embalex (manufacturers, wholesalers, exporters), 1 Ave. Emile-Venthenat; 16- Barbezieux, Charente. WTD in preparation.

302 Rubber footwear

BRAZIL—Men's, children's, military footwear, already exported at rate of 10,000 pairs monthly to U.S., seeks representatives and importers. Can also produce according to specifications; samples available upon request. Industria e Comercio de Calcados Arco-Flex S.A. (manufacturer, exporter), Caixa Postal 2126, Sao Paulo. WTD 1/20/66.

381 Engineering, laboratory, scientific, research instruments

CANADA—Meteorological instruments (recording and standard types), remote recorders, rain gauges, stream discharge, other gauges, water pollution and air pollution testing gauges, devices. Carleton Instruments, Ltd. (wholesaler), 325 Richmond Rd., Ottawa 3, Ontario. WTD 6/67.

399 Manufacturing industries

FRANCE—"Thermobelle" electrical slendering clothing; electric hydrating facial masks. Thermobelle (manufacturer, exporter, wholesaler, retailer), 11 bis, Rue Hegesippe Moreau, Paris, 18e. WTD 2/67.

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FINLAND—Jussi Sarvela, Export Mgr., Peltosalmen Konepaja Oy, Otsolahdentie 15, Tapiola, **interested in exporting power take-off units for motor vehicles to the United States.** June 25 via Chicago for one to two months. c/o Consulate General of Finland, New York, N.Y. Itinerary: 7/9-16 New York, Seattle, San Francisco, Los Angeles, 7/25-29 New York. WTD in preparation.

GERMANY—Herman Alt, Steine und Erden GmbH., Geheim-Ebert-Str. 12, 338 Goslar, **interested in production methods and use of expanded shale, clay slate, in use of prefabricated structural concrete building elements and gypsum in prefabricated construction methods and related end uses, in license and/or sales agencies for new but related products and processes.** July 11 via New York for five weeks. c/o M. B. Espenscheid, Alton, N.Y. 14413 or Dr. H. H. Stoevener, 425 Seavy Place, Corvallis, Oreg. 97330. Itinerary: Alton, Skaneales, N.Y., Bruno, Minn., Corvallis.

SOUTH AFRICA—Minnaar S. Nel, Man. Dir., Fiksnel Exports, Bradford House, 116 President St. or P.O. Box 4852, Johannesburg, **interested in marketing semi-precious gem stones, jewelry and diamonds, handbags and accessories of zebra and antelope skins.** Early July via New York through December. c/o P.O. Box 892, Campbell, Calif. Itinerary: New York, New Orleans, Los Angeles, San Francisco, Seattle, Portland. WTD in preparation.

SOUTH AFRICA—Frank Vecera, S.A. Gemstone Decor (Pty.) Ltd., 6th fl., Sanlam Bldg., Cnr. Commissioner & Sauer Sts., Johannesburg, **interested in selling crocidolite (Tiger Eye) in raw state and for decorating purposes.** July 10 via New York for one month. c/o 1113 Winstanley Ave., East St. Louis, Ill. 62201. Itinerary: New York, Chicago, St. Louis, Dallas, Las Vegas, Los Angeles, Honolulu. WTD in preparation.

Chile to buy equipment for telecommunications

Government Police Force needs VHF, FM base stations; antennas

The Chilean Police Force has issued Tender No. 47, for supply of telecommunication equipment.

Bid deadline is Aug. 9.

Bid should offer VHF, FM base stations in the 150-174 MHz Band complete with YAGI and omnidirectional antennas, power from 25 watts to 110 watts P.E.P. Single side band transmitters 1 KW, P.E.P., 2 to 17 MHz band. Base stations; 100 watts P.E.P. also 2 to 17 MHz band. FM portable transceivers, power 1 to 5 watts, 150-174 MHz band. SSB, HF mobile transceivers 100 watts P.E.P. in the 2-12 MHz band. SSB, mobile transceivers in the 3 to 8 MHz band, 10 watts P.E.P. Also diesel generators and voltage regulating equipment. Conditions of the tender specify that bidder must be legally represented in Chile and that payment be deferred over a ten-year period.

Copies of tender announcement and specifications are available, in Spanish from the Direccion de Aprovisionamiento del Estado, Casilla (P.O.B.) 24-D calle Amunategui 66, 4° piso, Santiago, Chile, or on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-658, Room 4125, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: Code 202-967-4036).

New Books and Reports

***Overseas Business Reports.* U.S. Department of Commerce. Washington, D.C. 1967. $13 per year ($5 additional for overseas mailing), 15 cents per copy.**

The Aluminum Industry in Japan. OBR 67-9. Topics include: development of the industry, employment, primary aluminum, fabricating aluminum, secondary metal, production, consumption, expected growth and foreign trade.

Foreign Trade Regulations of Bermuda. OBR 67-15. Covered in this booklet are trade policy, import tariff system, special customs provisions, internal taxes, shipping documents, marking and labeling requirements, nontariff import controls, Bermuda's export controls, U.S. controls and government representation.

Establishing a Business in the Federal Republic of Germany and West Berlin. OBR 67-17. This report summarizes general conditions that face a U.S. citizen who wishes to establish a business in West Germany or West Berlin. Names and addresses of trade and investment promotion departments of the Ministries of Economics of the various States in the Federal Republic and Berlin are also included.

Foreign Trade Regulations of Sierra Leone. OBR 67-28. The following are discussed: trade policy, import tariff system, special customs provisions, internal taxes, shipping documents, marking and labeling requirements, packing, non-tariff import controls, Sierra Leone export controls, U.S. controls and government representation.

Write: any Dept. of Commerce field office or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***Canadian Trade Index.* Published by the Canadian Manufacturers' Association. Toronto. 1967. 1354pp. $24.**

The 1967 Canadian Trade Index lists 12,838 manufacturing companies across Canada, with addresses of main and branch offices, plants, names and titles of leading executives, number of employees, principal products, brand names and export representation. Companies are further indexed by province and municipality and there is additional background relating to parent and subsidiary companies, both domestic and foreign.

Other features are a finely classified products list allowing for rapid identification and location of manufacturers of specific products; a section specifying exporters, forwarding agents and producers of agricultural products; a resume of private and government services available to Canadian exporters; and current information on foreign marketing, export financing, insurance, transportation and documentation.

Write: Canadian Manufacturers' Association, 67 Yonge St., Toronto 1, Ontario, Canada.

***World Economic Survey, 1965.* Published by the United Nations, New York. 196pp. $4.50.**

This is the eighteenth in a series of comprehensive reviews of world economic conditions published by the United Nations.

Part I focuses attention on the financing of economic development, and includes information on international agencies through which resources have been transferred to developing countries, their average annual expenditures, and the sources of their funds.

Part II summarizes the principal developments in the three major groups of countries of the world: the developed market economies, the centrally planned economies and the developing countries.

Findings are supported by detailed statistics.

Write: Sales Section, United Nations, New York, N.Y. 10017.

***Packaging: A Guide to Information Sources.* Edited by Gwendolyn Jones. Published by Gale Research Co. Detroit. 1967. 285pp. $8.75.**

This is volume 10 in Gale Research's Management Information Guides Series. The work was compiled to provide packaging practitioners—designers, engineers, marketing men, economists and suppliers—with a summary of the sources of information available.

Included are such topics as: management considerations, materials and methods, packages, machinery and machine operations, protective packaging and shipping containers, standardization and testing, military packaging and packaging special products, such as chemicals, drugs, food, engineering products and radioactive materials.

Write: Gale Research Co., 2200 Book Tower, Detroit, Mich. 48226.

***German-English Glossary of Financial and Economic Terms (Deutsch-Englisches Glossarium finanzieller und wirtschaftlicher Fachausdrucke).* By C. A. Gunston and C. M. Corner. Published by Fritz Knapp Verlag, Frankfurt/Main. 1967. 1224pp. $14 postpaid.**

The fifth edition of this glossary is now available, revised and enlarged. The authors have supplemented the previous text by a 48-page Addendum containing many new terms and expressions that are encountered in recent German reports and other documents dealing with financial and economic matters.

A special feature of the glossary is that it defines or elucidates terms either not in existing dictionaries or used in senses not yet given in them. The glossary also affords a basis for uniform translation by giving English names for many new German laws and institutions, and explains many German abbreviations.

Write: Patria Translations, Ltd., West Bexington, Dorchester, Dorset, England.

***Growth and Integration in Central America.* By Carlos M. Castillo. Published by Frederick A. Praeger. New York. 1966. 188pp. $15.**

A study in economic organization, this book deals with issues of construction and reconstruction in several small Central American economic systems: Guatemala, El Salvador, Honduras, Nicaragua and Costa Rica.

Problems of internal organization and economic viability are examined in the context of today's rapidly changing world.

Write: Frederick A. Praeger, Publishers; 111 Fourth Ave.; New York, N.Y. 10003.

***World Weights and Measures; Handbook for Statisticians.* 1966. Published by the United Nations, New York. 138pp. $2.**

National systems and units of weight, measure and currency are shown by country. Conversion of world weights and measures currently in use into the metric and British systems are also given. The handbook shows the relationship between the metric and British Imperial systems, together with data on the relationships between units within each system.

Write: Sales Section, United Nations, New York, N.Y. 10017.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1967—251-964/52

Calendar *for international traders*

CHICAGO—July 20—Businessmen's Consultation. **Harold Hopp, Member, Turkey Trade Mission.** Sponsor: Commerce Field Office.

DALLAS—July 18—Patent Cooperation Treaty Conference, First National Bank. Speakers: Gerald D. O'Brien, Asst. Commissioner of Patents; **Vincent D. Travaglini, Director, Foreign Business Practices Div., BIC;** David B. Allen, Acting Director, Office of International Patent & Trademark Affairs. Sponsors: U.S. Patent Office, Commerce Field Office.

DALLAS—July 25—In-Office Workshop, 2 p.m., Field Office. Sponsors: REEC; Commerce Field Office.

DETROIT—July 25—Export Marketing Workshop, 9:15 a.m., Federal Bldg. Sponsors: REEC; Commerce Field Office.

HONOLULU—July 24—Businessmen's Consultation, **Robert Bushnell, Commercial Attache, New Delhi.** Sponsor: Commerce Field Office.

KANSAS CITY, Mo.—July 27—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: REEC; Commerce Field Office.

LOS ANGELES—July 20—Patent Cooperation Treaty Conference, Union Oil Center. Speakers: Gerald D. O'Brien, Asst. Commissioner of Patents; **Vincent D. Travaglini, Director, Foreign Business Practices Div., BIC;** David B. Allen, Acting Director, Office of International Patent & Trademark Affairs. Sponsors: U.S. Patent Office, Commerce Field Office.

LOS ANGELES—July 28—Export Expansion Seminar at the U.S. Commerce Dept.'s Los Angeles Field Office. Sponsor: Commerce Field Office.

MEMPHIS—July 19—Brazil Trade Mission Conference, "Top of 100" Club. Speaker: **Claude Courand, Director, American Republics Div., OIRE.** Sponsors: REEC; Commerce Field Office.

MILWAUKEE—Aug. 1—Milwaukee World Trade Club Annual Outing, River Oaks Country Club, Mequon. Sponsor: World Trade Club.

NEW YORK—July 18—"Annual Open Discussion & Forum on Current Developments in International Business," 11:45 a.m., Hotel Statler Hilton. Sponsor: International Executives Association.

Notice

To publicize local events concerning foreign trade in the "Calender for International Traders," information should be submitted to this magazine at least 2 weeks before the date of the issue in which it appears. Please include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space.

Write:
Editor,
International Commerce
Bureau of International Commerce
U.S. Department of Commerce
Washington, D.C. 20230.

NEW YORK—July 18-19—Businessmen's Consultation, **Alexander Davit, Commercial Counselor, Paris.** Sponsor: Commerce Field Office.

NEW YORK—July 19-20—Businessmen's Consultation, **Edward Rankin, Commercial Officer, Johannesburg.** Sponsor: Commerce Field Office.

NEW YORK—July 25-26—Businessmen's Consultation, **Richard Kirby, Commercial Attache, Washington/to Paris.** Sponsor: Commerce Field Office.

NORTHFIELD, Vt.—July 15-21—Symposium on "The Role of American Business in East-West Trade," Norwich University. Speaker: **John W. Sheppard, BIC.** Sponsor: Norwich University.

OKLAHOMA CITY—July 18—Workshop for Exporters, Chamber of Commerce. Sponsors: Chamber of Commerce; REEC; Commerce Field Office.

PHILADELPHIA—July 21—Businessmen's Consultation, **Edward Rankin, Commercial Officer, Johannesburg.** Sponsor: Commerce Field Office.

PHILADELPHIA—July 24—Businessmen's Consultation, **Alexander Davit, Commercial Counselor, Paris.** Sponsor: Commerce Field Office.

PORTLAND, Ore.—Aug. 15-16—Businessmen's Consultation, **John Gregory, Jr., Commercial Officer, Nagoya.** Sponsor: Commerce Field Office.

SAN FRANCISCO—July 18—Businessmen's Consultation, **Walter Lenahan, Commercial Officer, Bangkok.** Sponsor: Commerce Field Office.

SAN FRANCISCO—July 19—Export Finance & Insurance Seminar, 9:30 a.m., New Federal Bldg. Sponsor: Commerce Field Office.

SEATTLE—Aug. 8—Businessmen's Consultation, **John Gregory, Jr., Commercial Officer, Nagoya.** Sponsor: Commerce Field Office.

TULSA—July 19—Workshop for Exporters, Chamber of Commerce. Sponsors: Chamber of Commerce; REEC; Commerce Field Office.

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